

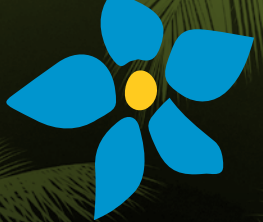
# SPOTLIGHT

MAY 2023

# CANCUN

2023 CONVENTION





# CELEBRATING SUCCESS



**Steve Greer**  
Chief Executive Officer  
American Income Life &  
National Income Life Divisions

*Colleagues should take care of each other, have fun, celebrate success, learn by failure, look for reasons to praise, not to criticize, communicate freely and respect each other.*

– Richard Branson

**C**onvention is my favorite time of the year, which shouldn't surprise anyone. It's exciting, takes us to fabulous places, brings a large number of us together for some fun, and, most importantly, Dave and I get to be front and center as we honor our end-of-year Award winners. If you've qualified in the past, you know that Convention is an event you don't want to miss.

Success in any field can be a hard road, and we know – because we've been there ourselves – the level of dedication, determination, and sacrifice it takes to make it to the top at AIL/NIL. We

believe individuals and teams should be acknowledged for their hard-earned achievements. This recognition not only rewards them for their efforts but also encourages future success. In addition, celebrating success can boost self-esteem and confidence, which can motivate individuals to strive for greater success in the future. Celebrating success is a priority for the Company for the simple reason that it creates a positive and productive work environment while achieving long-term success for us all.

Celebrating success can serve as a source of motivation for individuals and their teams. The shared excitement and enthusiasm create a positive environment that inspires individuals to achieve more. I've lost track of the number of first-time Convention qualifiers and others who qualified for Convention but were not award winners who have said things like, "Wow! I had no idea! Count on me to be on stage next year, for sure!" Hey, I was one of those people. All our attendees are treated well but when you're in the winner's circle with this Company, you're treated like royalty ... and justifiably so!

There's no way I can describe just how beautiful and special Awards Night is. It's a formal event, so everyone is dressed in their finest, most of them sporting a serious

sunburn. The anticipation during the cocktail reception is electric, as the photographers make their way through the crowd and attendees flock to the photo ops. To me, the best part is when an award winner is on stage and their team members in attendance erupt in cheers. But, it's not just their team. They may be competitive in the field but everyone joins in recognizing and celebrating all the award winners. That's not to say there might not be some good-natured trash-talking between competitors to ramp up the competition for next year!

I can't let the opportunity pass to thank the Globe Life Travel Department and Marketing Department and commend them for their fantastic job this year (and every year) in planning and executing the Convention. Each year, we say the Convention was the best ever, and each year we're right! They are literally already hard at work to make sure the Hawaii Convention tops them all, and there is no doubt in my mind they will succeed.

And lastly, another huge shout-out to all who qualified and to our 2022 award winners. If you didn't qualify this year, let this be your invitation to make that a goal for 2023 – there's still time! Better yet, make it your goal to make it onstage among the best of the best. See you in Hawaii in 2024! 🇺🇸

## SPOTLIGHT

**ARC.AllLife.com/Spotlight.aspx**  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## NEWS

**MAY 2023**  
VOL. 56 NO. 5

### SGA Career Track

**New Markets Opening & Expanding!**  
There is a growing need for ambitious leaders. AIL/NIL is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@AllLife.com](mailto:futuresga@AllLife.com).



### Required Retention Rate

**Effective Jan. 1, 2023**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

**Retention: 75.0%**  
**Net to Gross: 80%**

### Dates to Remember

eApp business and paper applications subject to the 7-day hold should be uploaded or sent to Home Office by **Friday 6/23 before 3:30pm Central**. Paper apps excluded from the 7-day hold and PR credits should be sent to Home Office by **Wednesday 6/28**. eApp business excluded from the 7-day hold should be uploaded by **Friday 6/30 before 4:30pm Central** to count for **June** production.

eApp cutoff has been extended to 3:30pm Central every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00pm Central cutoff time.

**\$7,887,275**

**in total BONUSES were paid out this month by AIL/NIL.** For more information on the monthly bonuses, turn to **Pages 48-58**.

**\$9,422,882**

**in total March RENEWALS were paid out in April to 6,140 total agents.**

**Code of Business Conduct & Ethics** Globe Life and AIL/NIL are committed to maintaining a business atmosphere and working environment based on honesty, fair dealing and sound business ethics. Please find the Globe Life Code of Business Conduct and Ethics by logging in to the Agency Resource Center at [arc.AllLife.com](http://arc.AllLife.com) or [arc.NILife.com](http://arc.NILife.com) and clicking the Code of Business Conduct and Ethics link at the very bottom of the page. This Code of Conduct expresses the standards of integrity and business conduct that all Company directors, officers, employees and independent contractors must uphold and follow. The Code is provided to help you understand what the Company expects of you and should be read carefully.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2024 Awards Presentation are: the Top SGA per category for Categories I-XIV will be recognized on highest percentage of Net ALP Growth. The top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2024 Convention Qualifications online at [ARC.AllLife.com](http://ARC.AllLife.com) or [ARC.NILife.com](http://ARC.NILife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to Waikiki Beach in Honolulu, Hawaii. The convention will be held May 1-4, 2024.



**LOOK FOR ME!**

# ANNIVERSARIES

**28 YEARS OF SERVICE**  
Lawrence Hauck, AGT

**25 YEARS OF SERVICE**  
Al Wall, PR

**24 YEARS OF SERVICE**  
Theresa Bellajaro, AGT

**20 YEARS OF SERVICE**  
Lily Sakai, AGT

**19 YEARS OF SERVICE**  
Levar Morgan, RGA

**17 YEARS OF SERVICE**  
Matthew Cartwright, MGA

**16 YEARS OF SERVICE**  
Luay Ghawi, RGA

Kevin Ishikane, AGT  
Dawn Trudden, PR

**15 YEARS OF SERVICE**  
Tony Anderson, PR  
Sharon Brenner, AGT  
Jessica Kay, RGA

**14 YEARS OF SERVICE**  
Matthew Parks, SGA  
Sally Wilson, AGT

**13 YEARS OF SERVICE**  
Vishwanath Sankaran, AGT

**12 YEARS OF SERVICE**  
Jose Castillo, RGA  
Jonathan Phillips, RGA

Samantha Ralston, SGA  
Massoud Vaziri, RGA

**11 YEARS OF SERVICE**  
Carlos Arballo, SA  
Andrew Leah, AGT  
Yolette Mompoin, AGT  
Gary Slocum, RGA  
Nicholas Triantafyllidis, GA  
John Young, SGA

**10 YEARS OF SERVICE**  
Alma B Gonzalez, AGT  
Shawn Lewicki, RGA  
Gabriela Sime, RGA

**9 YEARS OF SERVICE**  
Diana Al Ali, AGT  
Lindsey Dettwiller, GA  
Omar Fernandez, GA  
Brandon Minor, RGA  
Kamal Tayyib, RGA  
Jadelene Welty, RGA  
Diane Williams-Lewis, AGT

**8 YEARS OF SERVICE**  
Holly Bonhorst, AGT  
Douglas Clarke, AGT  
Jonathan Jones, GA  
Tachane Joseph, GA  
Adam Kidikas, RGA  
Johnny Ly, RGA

Tabitha McDermid, GA  
Begona Patino-Lopez, GA

**7 YEARS OF SERVICE**  
Andrew Brown, SA  
Candace Dillon, AGT  
Amanda Harris, GA  
Chaz Hutcherson, AGT  
Meardey Kim, AGT  
Ronald Knoedler, MGA  
Patrick Locke, GA  
Jeremy Osborn, SA  
Phi Phan, RGA

**6 YEARS OF SERVICE**  
Adriana Aboulwafa, GA  
Andrew Ball, SA  
Michael Battaglio, GA  
Andy Batten, RGA  
Debora Cabral, AGT  
Jessica Chang, RGA  
Heriberto Chavez, RGA  
Eldine Mpanzu, MGA  
Khadijah Muhammad, MGA  
Stella Roznovan, RGA  
Roxie Soto, GA  
Steven Valentim, AGT

**5 YEARS OF SERVICE**  
Christy Anderson, SA  
Samuel Artziz, RGA

Nicklaus Boker, GA  
Maria Bonilla Borrego, MGA  
Stephanie Dunbar, AGT  
Donald Gerstner, AGT  
Joan Hannon, SA  
Dale Hetrick, SA  
Kayla McIver, SA  
Katie Mitchell, MGA  
Sullena Staton, SA  
Sherine Zahra, GA

**4 YEARS OF SERVICE**  
Mohamad Awdi, MGA  
Kristi Basho, MGA  
Dain Bowen, MGA  
Cassandra Bryce, MGA  
Nicole Cenknor, SA  
Tyler Cox, MGA  
Christopher Edinger, GA  
Vanessa Farias, GA  
Michelle Gould, RGA  
Robert Jackson, RGA  
Ebou Jatta, MGA  
Jennifer Lucero, AGT  
Klaudio Martinaj, RGA  
Catherine Mbugua, SA  
Desiree Moore, GA  
Jessica Olandria, SA  
Marion Polk, GA

Adaiza Rijo, AGT  
Christopher Rolph, RGA  
Jessi Wolski, AGT  
Yuhung Yeh, SA

**3 YEARS OF SERVICE**  
Edward Allshouse, AGT  
Steffanie Arce, SA  
Christina Babcock, GA  
Tonya Barnes, GA  
Aspen Bell, GA  
Herlin Celicourt, RGA  
Todd Colson, SA  
Quashade Copney, RGA  
Cesar Cozo, AGT  
Arianna DaLuz, MGA  
Kristine de Natale, AGT  
Chris Densham, MGA  
James Evans, MGA  
John Finocchi, AGT  
Isaac Garcia, SA  
Stephany Garcia, GA  
Ardian Gojcaj, SA  
Stuart Guthrie, MGA  
Luis Gutierrez, SA  
Phoebe He, AGT  
Chandavy Heng, GA  
James Hodges, GA  
Lubrasca Iguaro, GA

Aliya Johansen, GA  
Travis Kimura, GA  
Oliany Matos Abella, SA  
Stefani Miller, GA  
Patrick Minto, GA  
Alden Monger-Martinez, AGT  
Eric Morris, SA  
Austen Oakes, MGA  
Morella Parejo, SA  
Malcolm Pasquier, MGA  
Yanell Peguero O'Neal, SA  
Shayden Rasheed, GA  
Carrie Ricketts, PR  
Jared Romero, GA  
Tina Saenz, AGT  
Marla Seicean, AGT  
Danny Souri, MGA  
Lindsey Stakset, GA  
Michael Stiemke, AGT  
Ryan Stuart, SA  
David C Williams, MGA

**2 YEARS OF SERVICE**  
Charles Barksdale, AGT  
Adrian Bendo, SA  
Joe Bevacqua, SA  
Charles Boulanger, SA  
Catherine Braund-Pereira, SA

Samuel Burnie, AGT  
Eleisa Carlino Andrea, SA  
Hayley Clifford, AGT  
Ryan Cummings, GA  
Anthony Dell'anno, GA  
Jade Denny, GA  
Melissa Grieb, SA  
Zachary Hofreiter, GA  
Amy Hull, GA  
Kenneth Jacobs, SA  
Alexander Johnson, SA  
Michelle Johnson, SA  
Geena Kapur, SA  
Johnathon King, GA  
Shane Laderoute, AGT  
Monica Lee, MGA  
Nicholas Liening, GA  
Samantha Lloyd, SA  
Ana Lozada, GA  
Maria Lugo Rincon, GA  
Justin Maska, RGA  
Chad McLaughlin, MGA  
Rafael Melendez, SA  
Andre Miller, AGT  
Paul Miller, SA  
Jordan Mosher, GA  
Kevin Musai, GA  
Joshua Nist, GA

Alexis Palacio, GA  
Kameshia Pettaway, AGT  
John Pomales, AGT  
Naama Ramirez, AGT  
Jared Robertson, GA  
Karen Rodriguez, SA  
Timothy Rose, AGT  
James Vermilyea, SA  
Humberto Vivas Soto, SA  
Noah Vongunden, MGA  
Donald Wash, GA  
Luken Weaver, AGT  
Jennifer Webb, AGT  
Rachel Williams, AGT  
Wilbert Woods, GA

**1 YEAR OF SERVICE**  
Ambreen Ajani, AGT  
Caitlin Asel, GA  
Natalie Augustin, AGT  
Madison Ausmus, SA  
Rubi Bahena, GA  
Kenneth Barker, MGA  
Elizabeth Beck, AGT  
Antonio Bonaiuto Beyloine, SA  
Cole Breier, PR  
Jacob Brumfield, GA  
Brandon Cabeceiras, SA  
Keisha Campbell, AGT

Sophia Campbell, GA  
Thane Carver, AGT  
Ethan High Swaney, SA  
Starla Cates, SA  
Aziz Cela, AGT  
Camron Chavez, MGA  
Jason Clark, AGT  
Melody Countryman, SA  
Jessica Courtney, SA  
Shannon Dahr, AGT  
Noah Defeo, SA  
Teresina Dehaney, SA  
Nicolas Demers, SA  
Fabiana Diaz, AGT  
Nigel Diljohn, AGT  
Mia Dinga, AGT  
Richard Dingle, GA  
Seamus Dixon, AGT  
Sarah Engstrom, AGT  
Bless Ettienne, SA  
Kasey Garcia, SA  
Oscar Garcia, AGT  
Nathan Garlow, SA  
Carl Gillings, AGT  
Christian Gilman, SA  
Sofia Gonzales, SA  
Jacob Gruber, AGT  
Tanise Harper, AGT

Valbona Hasanaj, SA  
Alondria Hearn, GA  
Rachael Norris, AGT  
Claire Humrick, AGT  
Mary Kamatoy, AGT  
Shawndale Key, SA  
Madison Klaine, SA  
Jayson Lamont, SA  
Jesse Lane, SA  
Karissa Langill, SA  
Quinton Larking, AGT  
Chase Lawrence, AGT  
Stephen Lesassier, AGT  
Sean Lewallen, SA  
Walter Lewicki, AGT  
Daniel Lewis, SA  
Larry Mahaffey, AGT  
Aileen Maine, AGT  
Makayla Martinez, SA  
Grant McCarthy, GA  
Claudette McIntosh, SA  
Christopher Meiring, AGT  
Eliseo Montes, SA  
Oriana Montez, SA  
Taylor Moran, SA  
Cheri Naslund, MGA  
Vincent Neal, SA  
Triston Nelson, SA

Lindsay Nielsen, AGT  
Ricardo Nivar, AGT  
Rachel Norris, AGT  
Ravenne Olear, SA  
Jhorene Palmberg, SA  
Milagros Paniccia, AGT  
Vincent Parrillo, AGT  
Linda Parrish, AGT  
Jennifer Perea, SA  
Ana Pereyra Ramirez, AGT  
Sandra Perez Espinal, GA  
Christopher Perozo Valenzuela, AGT  
Caitlyn Pippert, AGT  
Micah Poplin, SA  
Oscar Ramirez, SA  
Rhonda Ramirez, SA  
Sky Regard, AGT  
Angela Riley, AGT  
Walter Rodriguez, SA  
Rudy Rosas, AGT  
Lidia Salsadella, AGT  
Alexander Sanchez, SA  
Shaelee Sayers, GA  
Sonna Serrano, AGT  
Andrew Severson, SA  
Donald Shafer, MGA  
Walter Solano, SA

Gerald Sosa, SA  
Mario Soto, SA  
Danielle Steele, AGT  
Dylan Steffensen, AGT  
Ingrid Stewart, SA  
Diana Suarez, SA  
Diego Sucre Hernandez, SA  
Joseph Sullivan, AGT  
Regina Thomason, AGT  
Brendon Tice, AGT  
Kevin Ulloa, SA  
Francisco Valencia, SA  
Melania Vargas, AGT  
Luis Vidal, AGT  
Andrew Vonrein, SA  
Anthony Washington, SA  
Hunter Wood, SA  
Joshua Wright, AGT  
Anthony Yard, SA  
Raul Ydler-Rodriguez, SA  
Bailey Zeigler, SA  
Elyte Zikas, AGT

# PROMOTIONS

**STATE GENERAL AGENT**  
Reynolds Akuamoaa  
Klyo Vidal

**REGIONAL GENERAL AGENT**  
Jose Castillo  
Jessica Daniels  
Javier Diaz  
Astrid Ebner  
Venus Grier  
Michael Groves  
Robert Hepler  
Dan Ikei  
Edward Leon  
Hector Luque  
Ryan Martin  
Sean Saigeon  
Lawrence Smith  
Timothy Wilson

**MASTER GENERAL AGENT**  
Billie Beverley  
Toni Brown  
Eric Caballero  
John Curry  
Nancy Dubois  
Tyler Duong  
Magdalena Garneau

Phoenix Hardy  
Melissa Hayfa  
Tristian Haynes  
Frederick Holguin  
Mitzi Holmes  
Joshua Hosenbold  
Robert Joseph  
Regina Koonce  
Ashlyn Lauderdale  
Michael Locke  
Tina Lopez  
Aaron Luczak  
Lance Manago  
Chad McLaughlin  
Carlos Navas  
Ronke Olusegun  
Donald Shafer  
Christina Shanno Baldwin  
Kyle Swanson  
Bobby Szwaja  
Tyler Tasa  
Marisa Willgruber  
Joshua Yurinko  
William Curl  
Gina Davis

Kevin Dempsey  
Akil Elzein  
Charles Gangloff  
Donna Gurrola  
Julian Hicks  
Jared Robertson  
Jessenia Shavlik  
Sean Smith  
Vincent Stephens  
Carson Tate  
Cynthia Vickers

**67.5% GENERAL AGENT**  
Theron Allen  
Ashley Applon  
Ahmad Aqel  
Christopher Asala  
Raya Ayar  
Mia Bakos  
Francis Barrientos  
Meryem Bastug  
Kelly Betancourt  
Georgia Boquel  
Jordan Brown  
Jessica Claypool  
William Curl  
Carlos Da Cruz

Anthony Dell'anno  
Diego Demerath  
Tomlin Douglas  
Alyssa Duncan  
Jace Elerick  
Gavin Gambhir  
Anthony Gray  
James Hodges  
Marshall Horner  
Johnathon King  
Laura Kologenski  
Ryain Lee  
Nicole Longey  
Ana Machado Rodriguez  
Isaiah McGee  
Garron Moffett  
Anabel Moran  
Aidan Perez  
Jennie Pierce  
Lawrence Pryor  
Kywanna Reese  
Shelia Reeves Gibbs  
Lee Samatowic  
Stephanie Smith  
Matthew Tatroe  
Adam Telegraphis

Charles Thompson  
Michael Wade  
Latoiya Wells

**60% GENERAL AGENT**  
Vanessa Rodriguez

**57.5% GENERAL AGENT**  
Kiera Johnson  
Christopher Kinsley  
Yoline Octave  
Griffin Parker  
Sandra Perez Espinal

**65% SUPERVISING AGENT**  
Collin Atkinson  
Isabella Chacin  
Roberta Chandler  
Lindsey Curran  
Stephany DeLosh  
Cindy Diaz  
Erik Draeger  
Ashley Edwards  
Jordan Ford  
Angel Gomez Marquez  
Allen Haralson  
Jennie Hayes  
Benjamin Jaimies  
Madison Jones

Mark Kuhlmann  
Jack Lloyd  
Kendall Moody  
Kegan Owen  
Jose Perozo Hernandez  
Nicholas Perry  
Axyle Reddicks Schilling  
Cherrish Taylor  
Tycoureas Taylor  
Latoya Turner  
Michael Valent  
Javier Vergara  
Heather Watson  
Sevante Yates

**62.5% SUPERVISING AGENT**  
Alayna Achee  
Solomon Anderson  
Tyler Anderson  
Bryce Askew  
Jessica Atkins  
Aisha Babbitt  
Jasmine Bairos  
Grant Banting  
Christian Berry  
Jessica Cullum  
Matthew Cunningham

Alliyah Borchert  
Ethan Boyce  
Nicole Bright  
Kymberlee Brown  
Katherine Buneta  
Jessica Burghardt  
Octavia Burnett  
Jason Burroughs  
Rachel Bushman  
Christopher Cain  
Joseph Cammarata  
Valentino Caratini  
Terri Casnel  
Nicholas Catenacci  
Derren Chapman  
Briana Chavez  
Caleb Chippus  
Sarah Clark  
Kristen Colagio  
Allissa Collins  
Teresa Connell  
Robert Counts  
Jessyka Crum  
Carlos Crump  
Jessica Cullum  
Matthew Cunningham

Jamil Dean  
Brenda Deas  
Michell Diaz Gomez  
Noah Dimatteo  
Cameshia Dowdell  
Jonathan Drummond  
Michael Edman  
Melissa Elam  
Mary England  
Ruben Espino  
Jacob Espitia  
Vidal Fakondo  
Vivian Faris  
Nicholas Fasolino  
Vondrick Finley  
Jose Flores Paz  
Colby Fox  
Arthur Francis  
Candace Fry  
William Garinger  
Matthew James Gatewood  
Maricela Gerardino  
Gina Giarusso  
Kevin Gonzales  
Christina Gonzalez  
Xaiver Goodridge-Pruitt

Kwame Graham  
Rushawn Grange  
Michael Grose  
Courtney Gross  
Erica Guilbeaux  
Claire Guy  
Curtis Harpole  
Andrea Hendrickson  
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Tyson Krushelniski  
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Matthew Lockyer  
Kaylee Luttrell  
Lucius Manocchio  
Andrea Mantilla Ramos  
Melissa-Dawn McCutcheon  
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Katinia Minor  
Jhanvi Modi  
Jacob Mucha  
Matthew Murray  
Maurice Noble  
John Owens  
Shelbie Pagan  
Jason Patrick  
Kristi Paulson  
Shandel Pearce  
Stephen Perkins  
Nicholas Potorski  
Kevin Price  
Geanpiero Pusceddu

Conall Quish  
Daniel Ramirez  
Julian Ramirez Campos  
Michael Ray  
Genevra Renzetti  
Hannah Rockensuess  
Cristova Rodriguez  
Adam Russell  
Ali Saad  
Ashley Shaver  
Dylan Slater  
Lindsay Slifer  
Michael Smith  
John Sotis  
Joseph Suverkrup  
Jane Swoboda  
Sean Terry  
Gavin S Thomas  
Meghan Thomas  
Steven Tran  
Deidra Uga  
Liliana Valbuena Soto  
Tyson Vander Linden  
Des-Tinee Walker  
Kawonia Washington  
Brandon Watts

Rachel Wieland  
Janelle Winters  
Vasilios Xenikakis  
Joe Young  
Kaleb Young  
Latasha Young  
Spencer Young  
Christina Zaleski

**55% SUPERVISING AGENT**  
Melissa Quijano Martinez  
Chris Tsiamis

**52.5% SUPERVISING AGENT**  
Rachel Barclay  
Thomas Bertino  
Patrick Fitzgerald  
Jeffrey Frias  
Brett Healey  
Mandi Lawyer  
Cole Morgan  
James Ortega  
Jessica Paray  
Kaley Pichura  
Heidi Reichert  
Ronaldo Rudovic  
Celines Santana

# TEAM PR STRIVES FOR EXCELLENCE



**Jason Beckman**  
Division Vice President  
PR Field Operations

I've been fortunate enough to attend an AIL Convention ten times in my fifteen-year career with the Company. The first Convention I attended was in 2009 at the Beverly Hilton in Beverly Hills, CA. This is the same Beverly Hilton that hosts the Golden Globe Awards, honoring the best-of-the-best in the film and television industry every year.

Every time I think the last Convention I attended was the best of the best, the Company raises the bar and makes the next experience even better. Speaking of the best-of-the-best, one of the things I enjoy the most about Convention is hearing from the Category Winners and their journey on the path to excellence.

The Category Winners on the PR team are the most resilient members of the team. They must plan their work and work their plan. We're back on the road, meaning their odometer is the barometer of their success. We're in the relationship business and know relationships are built better and stronger when face-to-face with our groups rather than by servicing them virtually. The virtual experience was nice while it lasted but meeting our groups in person provides us with the best opportunity to win.

Striving for excellence in Public Relations means you have to ride the wave of emotion with every group we're assigned to work with. There are many factors outside of a PR Rep's control, making producing at high levels very challenging. Not only do we have to overcome self-inflicted doubt that creeps into our mind when we can't get a meeting scheduled or we hear "no" for the umpteenth time that day, but we also have to maneuver the politics within any said organization.

Our business model on the PR team is ever-changing. We're introducing to our groups a refresh on our mailing processes and new ways to connect with their members digitally. It's all new to our team and to the groups but change is good, change is growth. We certainly can't stop the waves, but we can learn

**"Change is good, change is growth."**

to surf and we will do so to the absolute best of our abilities.

Congratulations to all 2022 Award Winners and I look forward to celebrating your success in Hawaii in 2024! 🎉

# APRIL COMPANY TOTALS

## CHARGING INTO THE 2ND QUARTER!

### Sales

- \$21,889,573 Net ALP
- 4.1% Growth over April 2022
- 10.44% YTD Growth

### Recruiting

- 1,636 New Associates  
11.4% Increase Over April 2022
- Agent Count: 10,596

### Quality/Reinstatements

- 3,753 Total Policies Conserved  
— 3,207 Reinstatements  
— 546 Reopens
- Net to Gross: 88%
- 13<sup>th</sup>-Month Persistency: 80.15%
- 4-Month Retention: 79.9%
- 13<sup>th</sup>-Month Retention: 61.8%

### Public Relations

- 73,266 Leads Received — 5% increase over April 2022
- 15,206 ORI Leads Received — 18% increase over April 2022



# NEW ASSOCIATES PER MANAGER

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Crystal Mekdarasack	3	AO	Sahrooz Hussain	2	Desi Dimitrova	Luissana Atacho Chirinos	2	Jesus Romero
Ali Musa	3	AO	Diana Cruz	2	Fisher-Zuzick	Ethan Tolbert	2	Darcy Schrieber
Luis Alvarez	3	Jesus Romero	Kerly Salazar	2	Hemerson Gonzalez	Joseph Sciria	2	S-S-Parks-Salvaggi
Anthony Gray	3	Washington-Washington	Jessica Bulzacchelli	2	Brett Gryska	Jessenia Shavlik	2	Matthew Turnquist
Montzer Alwatan	2	AO	Toby Lind	2	Gryska-Boles	Luis Almaguer	2	Michael Vasu
Stacie Freye	2	AO	Isabella Chacin	2	Fort Worth Latino Division	Keeland Bryant	2	Michael Vasu
Gavin Gambhir	2	AO	Mario Lozoya	2	Sabrina Lloyd	Alexxys Lampkin	2	Washington-Washington
Jordan Ford	2	Cohen-Velasquez	Eleisa Carlino Andrea	2	Beto Quintero			

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Lawrence Smith	8	Washington-Washington	Robert Hepler	4	Washington-Washington	Stephen Davis	3	Albert Serur
Joseph Gojcaj	6	AO	Slavita Hut	4	John Young	Ian Zollos	3	S-S-Parks-Salvaggi
Ashlynn Orng	6	AO	Kaia Pirazzini	3	Erin Allen	Trevor Hawkins	3	Michael Vasu
Chilynn Acevedo	6	Fisher-Zuzick	Andrew Bishop	3	AO	Robin Gonzalez	3	Phillip Waisman
Steven King	6	Darcy Schrieber	Nicki Griffiths	3	AO	Nicole Herrin	3	Weatherspoon-Harris
Brandon Hughes	5	AO	Kingsley Ibeh	3	AO	Ryan Martin	3	Moore-DeFurio
Jordan Stelzer	5	Matthew Turnquist	Doris Martinez Garcia	3	AO	Devin Moore	3	Ralston-Ralston
Clayton Slaughter	5	Michael Vasu	Steven Warner	3	AO	Alejandra Larez Morales	3	Jesus Romero
Jesse Doherty	4	AO	Gabriela Sime	3	Fisher-Zuzick	Tahis Quintero Bonilla	3	Jesus Romero
Mark Neilson	4	AO	Daniel Zotter	3	Brett Gryska	Jake Yagjian	3	Albert Serur
Cisco Perez	4	AO	Anthony Salerno	3	Gryska-Hamilton	Sierra Hartwig	3	S-S-Bendure-Hartwig
Phi Phan	4	Desi Dimitrova	Zach Otto	3	Sabrina Lloyd	Avion Johnson	3	S-S-Bendure-Hartwig
Oscar Gastelum	4	Cindy Furer	Tyler Dubois	3	Nick Moore	David Ramirez-Benitez	3	Matthew Turnquist
Sean Taylor	4	Henderson-Locker	Caritza Rojas	3	Beto Quintero	Adrain Alfred	3	Michael Vasu
Michael Denton	4	Holtz-Rigney	Alejandra Larez Morales	3	Jesus Romero			
Taleb Jammoul Hajali	4	Walter Icaza	Mickey Adkins	3	Darcy Schrieber			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Ashlyn Lauderdale	7	Washington-Washington	Aidan Perez	2	AO	Kenya Nichols	2	Jeremy Rivers
Tyler Lan	6	AO	Richard Sidoti	2	AO	Yolamar Picon Mora	2	Jesus Romero
Mohamed Aljahmi	5	AO	Arthur Simpson	2	Simon Arias	Travis White	2	Brian Schreiter
Zakaria Elgahmi	5	Darcy Schrieber	Michael Constant	2	Denis-Michael Catalano	Michael Schaefer	2	S-S-Bendure-Hartwig
Mitzi Holmes	4	Washington-Washington	Jessica Yates	2	Desi Dimitrova	Jeffery May	2	S-S-Parks-Salvaggi
Denzil Latimore	3	AO	Omar Fernandez	2	Cindy Furer	Christopher Montoni	2	S-S-Parks-Salvaggi
Vedran Sudar	3	Fisher-Zuzick	Margarita Hickman	2	Hemerson Gonzalez	Keenan Bignall	2	Matthew Turnquist
Wade Campbell	3	Matthew Turnquist	Estephania Montecillo	2	Hemerson Gonzalez	Jordan Hamrick	2	Matthew Turnquist
Brandon Trujillo	2	Erin Allen	Kevin Kennedy	2	Gryska-Hamilton	Jamie Caldwell	2	Michael Vasu
Michael Conner	2	AO	Jordan Brown	2	Henderson-Locker	Jacob Carter	2	Phillip Waisman
Gavin Gambhir	2	AO	Agnieszka Kusper	2	Sabrina Lloyd	Ashley Applon	2	Washington-Washington
Stefan Johannsson	2	AO	Ahmadyosuf Ahmadjamshid	2	Andrew McQuade	Jacob Reiter	2	Josh West
Nathaniel Magda	2	AO	Chase Young	2	Nick Moore	Wade Campbell	2	Matthew Turnquist
Tyler McKnight	2	AO	Nicole Bolognesi	2	Theodore Pappas	Selina Maldonado	2	Michael Vasu
Begona Patino-Lopez	2	AO	Maria Lugo Rincon	2	Beto Quintero	Sean Gillespie	2	Tiffany Wagner

## RGAs

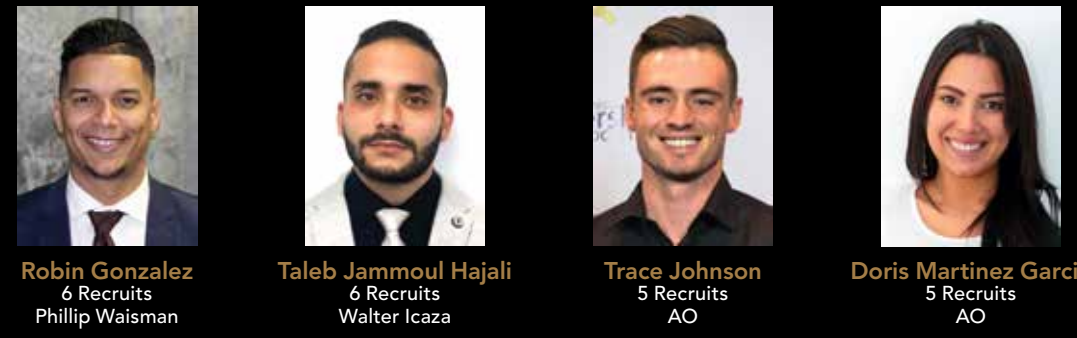
NAME	#	SGA
Mark Neilson	12	AO

**NEW ASSOCIATE – \$1,000 contract-to-date new agent**

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA** – at least two new associates during the month  
**MGA** – at least three new associates during the month  
**RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

## TOP RECRUITING AGENTS\*\* APRIL



**Robin Gonzalez**  
6 Recruits  
Phillip Waisman

**Taleb Jammoul Hajali**  
6 Recruits  
Walter Icaza

**Trace Johnson**  
5 Recruits  
AO

**Doris Martinez Garcia**  
5 Recruits  
AO

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Robin Gonzalez	6	Kelly Jones	3	Kevin Gillum	2	Michael McKiernan	2	Courtney Somsan	2		
Taleb Jammoul Hajali	6	Daniel Stekman Lugo	3	Alexander Gomez	2	Alexis Mena	2	John Sotis	2		
Trace Johnson	5	Michele Stewart	3	Greg Graham	2	Mina Nademihosseini	2	Alessandro Succurro	2		
Doris Martinez Garcia	5	Joshua Bacchus	2	Alexandra Graterol	2	Kimberly Pearson	2	Angela Thompson	2		
Michael Burningham	4	Jessica Bulzacchelli	2	Zachary Hager	2	Isaiah Ravenel	2	Amanda Urdaneta	2		
Michael Denton	4	Lindsay Cary	2	Corey Helly	2	Daniel Rock	2	Conner White	2		
Blair Sheppard	4	Raul Chi Lang	2	Troy Henderson	2	Walter Rodriguez	2	Travis White	2		
Sean Taylor	4	Cindy Diaz	2	Kaiden Herald	2	Cesar Romero Vasquez	2	Walker Willis	2		
Jessica Chang	3	Michele Faul	2	Zachery Jones	2	Anthony Salerno	2	Tyler Worstell	2		
Astrid Gomez Castrillon	3	Amanda Finch	2	Peter Kwiatkowski	2	Nicole Sanders	2				
Raquel Grays	3	Stacie Freye	2	Malcolm Large	2	Michael Schaefer	2				
Nicki Griffiths	3	Madison Fritz	2	James Marks	2	Joseph Sciria	2				
Joshua Hosenbold	3	Yanicka Ghoston	2	Angel Marquez	2	Payton Shears	2				

TOTAL PINNACLE RECRUITERS: 334 TOTAL PINNACLE RECRUITS: 425

## TOP RECRUITING AGENTS\*\* YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Gomez Castrillon	28	Maryger Guedez	6	Katrina Iott	5	Kevin Dempsey	4	Diannah Rancher	4		
Sierra Hartwig	15	Bobby Hamilton	6	Alex Jankowski	5	Riley Donovan	4	Aubrie Ray	4		
Taleb Jammoul Hajali	13	Corey Helly	6	Trace Johnson	5	Cindy Duque Ordonez	4	Manique Sala	4		
David Carpenter	11	Peter Kwiatkowski	6	Genesis Medina Mendoza	5	Madison Fritz	4	Anthony Salerno	4		
Robin Gonzalez	10	Conor Markins	6	Chase Miller	5	Magdalena Garneau	4	Michael Schaefer	4		
Michael Denton	9	James Marks	6	London Nelson	5	Justin Haisha	4	Blair Sheppard	4		
Jenna Grula	9	Mike Paragiou	6	Gabriela Perez	5	Seamus Higley	4	Leanna Sinclair	4		
Jason Bratin	8	Daniel Rock	6	Clayton Slaughter	5	Jessie Holland	4	Tyler Tasa	4		
Doris Martinez Garcia	8	Gregory Rudolph	6	Jeffrey A Smith	5	Aliya Johansen	4	Sean Taylor	4		
Jonathan Rindt	8	Luciano Valero Vidal	6	Jeffrey Tillman	5	Spencer Kozej	4	Tyler Teague	4		
Jessica Chang	7	Andrew Bishop	5	Sabrina Agostini	4	Alejandra Larez Morales	4	Adam Telegraphis	4		
Connor O'Donnell	7	Michael Burningham	5	Al-Shakise Anderson	4	Johnny Ly	4	Elvis Tinaj	4		
Taulant Bane	6	Eleisa Carlino Andrea	5	Mary-Delores Ayarzagotia	4	Nathaniel Magda	4	Klyo Vidal	4		
Bradley Blumenshine	6	Lindsay Cary	5	Blake Breitcke	4	Alexis Mena	4	Josh West	4		
Nicholas Geyer	6	Nicholas Chuma	5	London Burnett	4	Ana Naim	4	Walker Willis	4		
Jonathan Giaco	6	Nediby Gonzalez Sanchez	5	Fernando Coiran	4	Ryan Parrish	4	Hunter Wood	4		
Greg Graham	6	Raquel Grays	5	Martin Correa Avila Robb	4	Marquies Price	4				

TOTAL PINNACLE RECRUITERS: 1097 TOTAL PINNACLE RECRUITS: 1852

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.  
 ● Spotlight will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. Spotlight may picture more or less than 5 in case of a tie.  
 ■ The number of YTD Pinnacle Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.



\*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$1,500 Net ALP.

# THIS DAY 25 YEARS AGO



## Bo Gentile

Division Senior Vice President of Recruiting

**N**ext year, AIL/NIL will be celebrating its return to Hawaii after 25 years! Most of you reading this are still talking about how incredible the Convention just a couple of weeks ago in Cancun was. Let me recap Cancun and then we will talk about how you can ensure you maximize your opportunity to enjoy Hawaii!

Talk about a welcome reception! With more than 2,300 of our closest friends and the ocean, it was fantastic to see everyone. As always, everyone enjoyed the food and drink as well as the entertainment taking place all around us. You had to have your head on a swivel to see on one side the Water Fall of Success that all of the organizations were using as a backdrop for their pictures. The main stage featured enough fire dancers to dictate that had to take place outside so as not to set off any fire alarms! It was just spectacular to watch and enjoy ... and that was just the welcome reception!

Awards Night – it just does not get any better than 2,300 people attending a

Black Tie event to recognize the top achievers in 2022. The amount of bonus money given away on the stage was well over a quarter million dollars not to mention the total dollars of red-bottom shoes worn on stage. If you know red bottom, you know red bottom. If you don't, we will pause here while you google it. The after-party was the most exclusive event of the night. Award winners and guests had the "club" to themselves and danced the night away till the early morning.

Everyone loves a day of leisure when at a great resort such as the Moon Palace in Cancun. Do what you want, when you want and how you want, and that is exactly what everyone did until the final night party, featuring great food, friends, and a fireworks display just for the AIL/NIL party.

What a Convention! You may be asking yourself how we'll ever top that, and I would reply, "Just wait 'til Hawaii!" With just one word, you set the expectation so high for what the 25-Year anniversary of our last Convention in Hawaii for AIL/NIL.

So, how are you going to attend the convention in Hawaii? Qualifier? Award Winner? Top Producer? Organization of the Year?

The real question for me – this is where the recruiting portion of the message

starts – is how many are you going to bring with you? Just your Plus 1 or are you going to bring +1+1+1+1 and so on? How can you not have the passion to bring as many people as you can with you, and by 'people,' I am talking about Personal Recruits! AIL/NIL is already hands down Opportunity Unlimited just for the changes it will make in their lives, their family's lives, not to mention the number of families they would protect along the way to qualifying for Convention.

Imagine how exciting it would be to have your entire team with you at Convention celebrating your achievements. We have all heard or even used the saying for TEAM – Together Everyone Achieves More. So, how big do you want to build your team and then celebrate their achievements in Hawaii? Did I mention the Convention next year is in Hawaii? It just does not get any better than that!

Steve Greer and David Zophin have gone to bat for all of us to ensure that the destination is fantastic. Now, it's up to you to make sure that you're focused on the journey and what it will take for you and your team to qualify for Convention in Hawaii.

Time to go at GAMESPEED and recruit your team. Let's celebrate together in Hawaii in 2024! 🎉



CONTEST PERIOD:  
**MAY 1 –  
JUNE 30  
2023**

## 3 CONTEST WINNERS FROM EACH DIVISION

DIVISIONS	Category
HEAVYWEIGHT	1-3
LIGHT HEAVYWEIGHT	4-8
MIDDLEWEIGHT	9-14
WELTERWEIGHT	15-21
LIGHTWEIGHT	Rookie

Separate MGAs in Categories/Divisions based on 2023 Two-Month Associate Objectives



### FIRST PLACE in Each Division

#### HOW TO WIN:

MGA in their Division with the Highest Percentage of Two-Month Objective for May/June will win First Place.

*In the event of a tie, the MGA with highest ALP from May and June Associate will win, everyone else will enter the raffle for second place.*

#### THE PRIZE:

First place winner gets a belt designed from Undisputed Belts and also get to choose one of the prizes from Inspirus for the Platinum level Pinnacle prize options.



### SECOND PLACE in Each Division

#### HOW TO WIN:

Second Place will be determined by a drawing from among MGAs who have achieved 150% or more of their Two-Month Objective.

*\*One ticket per person.*

#### THE PRIZE:

Second Place Prizes are from Inspirus for the Gold Level Pinnacle Prize options.



### THIRD PLACE in Each Division

#### HOW TO WIN:

Third Place in each Division will be determined by a drawing from among MGAs with 110% to 149.99% of their Two-Month Objective.

*\*One ticket per person.*

#### THE PRIZE:

Third Place Prizes are from Inspirus for the Silver Level Pinnacle Prize options.

## GRAND PRIZE DRAWINGS

There are 5 Grand Prize Winners, one in each division drawn from a drawing. The grand prize is a **UFC Weekend** (location TBA). Flights, transportation, hotel, meals, 2 tickets to fight included.

MGA May and June URC Drawing Winners:

- 110% - 124.99% = **1 tickets** (Rookies 6 - 2 month)
- 125% - 149.99% = **2 ticket** (Rookies 7-8 - 2 month)
- 150% - 199.99% = **5 tickets** (Rookies 9-10 - 2 month)
- 200%+ = **10 tickets** (Rookies 11+ - 2 month)

- Category 1 - 3: 1 winner via drawing
- Category 4 - 8: 1 winner via drawing
- Category 9 - 14: 1 winner via drawing
- Category 15 - 21: 1 winner via drawing
- Rookie MGAs: 1 winner via drawing



3 Winners from each Division and 5 Grand Prize Drawing Winners (20 prizes in total.)

# Make Tomorrow Better

– UPDATE –



## Warren & Youngstown, OH | Pittsburgh, PA

The Simon Arias Organization donated a total of \$10,000 to three organizations as part of our Make Tomorrow Better charitable giving program.

Inspiring Minds, is an organization whose mission is to empower youth to reach their full potential through education and exposure to life-changing experiences. They want to see every student graduate high school, complete college or a vocational school, and become strong, successful members of our society.

The Alexis Joy D’Achille Foundation for Postpartum Depression helps women and families who are suffering from and affected by perinatal mood and anxiety disorders.

The United Way of Youngstown and Mahoning Valley is dedicated to improving lives in Mahoning County and beyond with over 100 years of service. Their programs focus on education, financial stability, and health.



## Cancun, Mexico

Attendees of the AIL/NIL Convention in Cancun raised more than \$65,000 for our giving partner, Proyecto Itzaes. They provide essential educational resources to children in Yucatec villages to ensure they can participate in our changing world. Cindy Wilber, Director at Proyecto Itzaes, said, “This donation will make a world of difference to our organization. It is enough to bring us back from the hardships during COVID, and keep us going for the next two years.” We are proud to support Proyecto Itzaes and the children and families they serve.

# GLOBE LIFE AMERICAN INCOME/NATIONAL INCOME DIVISION Make Tomorrow Better Award



Highest Overall Donation  
**Surace-Smith-Bendure-Hartwig**



Agencies competed in the inaugural **Make Tomorrow Better Contest** for one of two awards; highest overall donation and highest average donation per agent.

Surace-Smith-Bendure-Hartwig donated \$11,896, winning the highest overall donation award, and Kevin Holtz won the highest average donation per agent award with a \$48.82 average.



Highest Average Donation Per Agent  
**Kevin Holtz**





# CANCUN

2023 CONVENTION • MAY 3-6  
THE GRAND AT MOON PALACE



**#1 ROOKIE PRODUCER — MARSHALL FERNANDEZ**  
Rookie Producer of the Year

**#1 VETERAN PRODUCER — DANIEL PARAVISINI**  
Veteran Producer of the Year

**#2 ROOKIE PRODUCER FIRAT UCAR**

**#3 ROOKIE PRODUCER KEVIN MUSAI**

**#4 ROOKIE PRODUCER JUSTIN NEAL**

**#6 ROOKIE PRODUCER BRANDON BENNETT**

**#7 ROOKIE PRODUCER CONNOR COOK**

**#8 ROOKIE PRODUCER NOOR MUSLEH**

**#9 ROOKIE PRODUCER NATHAN LABRANCHE**

**#10 ROOKIE PRODUCER ABRAHAM MOGILEVSKY**

**#2 VETERAN PRODUCER JOSHUA DISHONG**

**#3 VETERAN PRODUCER OLEG NOVITCHII**

**#4 VETERAN PRODUCER CARMEN ARROYO**

**#5 VETERAN PRODUCER ROGER FUNG**

**#6 VETERAN PRODUCER SALAUR KHORRAMI**

**#7 VETERAN PRODUCER ARTURO ROMERO**

**#8 VETERAN PRODUCER KRISTI BASHO**

**#9 VETERAN PRODUCER DINA BOGHDADY**

**#10 VETERAN PRODUCER TODD KRUPA**

= Record-breaker

Not pictured: #5 Rookie Producer — Franko Bilbili

2022  
**AWARD WINNERS**



# 2022 AWARD WINNERS

Not pictured: #1 MGA Category I — Eno Iftiu; #1 MGA Category IV — Paul Samra; #1 MGA Category X — Alec Seibold; #1 MGA Category XV — Evan Donoghue

# 2022 AWARD WINNERS

Not pictured: #1 RGA Category III — Eno Iftiu; #1 RGA Category XII — Alan Sedaghat; #1 RGA Category XIV — Aaron Friedlander; #1 RGA Category XV — Thomas J Vena; #1 PR Category I — David Scalisi; #1 PR Category IV — George Murry; #1 PR Category VII — Lou Nell Busby



**AO**  
Organization of the Year



**#1 SGA CATEGORY I**  
**SURACE-SMITH-PARKS-SALVAGGI**



**#1 SGA CATEGORY II**  
**SURACE-SMITH-**  
**BENDURE-HARTWIG**



**#1 SGA CATEGORY III**  
**DARCY SCHRIEBER**



**#1 SGA CATEGORY IV**  
**JOSH WEST**



**#1 SGA CATEGORY V**  
**TOMMY VENA**



**#1 SGA CATEGORY VI**  
**GIDDENS-GIDDENS**



**#1 SGA CATEGORY VII**  
**KEVIN HOLTZ**



**#1 SGA CATEGORY VIII**  
**DESI DIMITROVA**



**#1 SGA CATEGORY IX**  
**OLDHAM-MOORE**



**#1 SGA CATEGORY X**  
**JOHN YOUNG**



**#1 SGA CATEGORY XI**  
**JEREMY RIVERS**



**#1 SGA CATEGORY XII**  
**WEST-SHOGAR-MOODY**



**#1 SGA CATEGORY XIII**  
**WALTER ICAZA**



**SGA SPECIAL RECOGNITION**  
**NICK MOORE**



**SGA SPECIAL RECOGNITION**  
**JOSH WEST**



**SGA SPECIAL RECOGNITION**  
**SURACE-SMITH**



**SGA SPECIAL RECOGNITION**  
**SIMON ARIAS**



**SGA SPECIAL RECOGNITION**  
**AO**

Not pictured: SGA Special Recognition — Mathew Hart

# 2022 AWARD WINNERS



# VIBRA LATINA

## Cambiar La Mentalidad Para Obtener Un Cambio Permanente

**Angel Martinez**  
Director de Ventas / Sales Director



**EN** nuestra industria enfrentamos cambios positivos y negativos. Muchas veces nos enfocamos en el problema y no en la solución, dando vueltas en el problema y no saliendo de ellos.

Pensando en cómo cambiar los resultados, me di cuenta de que no son los resultados lo que hay que cambiar: es la mentalidad. Un cambio de mentalidad es ir a la raíz del problema. Nuestra forma de pensar es responsable de todo lo que tenemos; un cambio importante ocurre cuando nuestra forma habitual de pensar se reemplaza por una nueva y diferente.

Tratando de cambiar los resultados es intentar cambiar algo externo nosotros; un cambio de mentalidad es algo interno. Lo externo es un reflejo de lo que ocurre internamente. La mayoría de los cambios que intentamos hacer no duran, porque no van a la mentalidad, van a los resultados.

Sin embargo, siempre nos preguntamos: "¿Cómo hago para cambiar mi mentalidad?" Primero, debemos entender que la mentalidad es un vínculo entre creencias y hábitos que están almacenados en nuestro subconsciente. Esas creencias y hábitos se crearon a través de la repetición, hacer lo mismo una y otra vez hasta que se convierta en nuestra forma de actuar.

Para cambiar la mentalidad, hay que hacerlo de la misma forma en que las creencias y hábitos fueron creados: a través de la repetición. El primer paso es tomar conciencia, decidir qué queremos cambiar y cuál es la nueva forma de pensar que queremos adoptar. En esta nueva forma de pensar, tenemos que conseguir reemplazar nuestra antigua forma de pensar a nivel subconsciente.

Con unos pocos pasos podemos conseguir reemplazar un hábito a la vez. No tratemos de cambiar más de uno al mismo tiempo:

- Pensemos en un resultado que estás obteniendo que no quieres y pregúntate qué comportamientos o hábitos están causando ese resultado. Por ejemplo: mi presentación, mi cierre, no obtengo referidos, no soy empático con el cliente, etc.
- Escribe el comportamiento detalladamente. Por ejemplo, graba tu presentación y después, humildemente, hazte esta pregunta: "¿Yo le compraría este producto a esta persona?"
- Pregúntémonos qué hábito o comportamiento es el polo opuesto del comportamiento que acabamos de identificar.

- Escribe el nuevo comportamiento en otra hoja de papel.
- Escribamos el hábito positivo cuatro o cinco veces al día. Leámoslo con frecuencia y actuemos usando nuestra fuerza de voluntad para ejecutar la nueva práctica. Eventualmente, fijaremos esa idea en nuestra mente subconsciente.

Cuando una idea consigue fijarse en el subconsciente, el cambio es permanente y, a partir de allí, esta nueva forma de pensar va a crear nuestros nuevos resultados.

Trabajemos constantemente con nuestra mente, que es la fuerza interna mayor que poseemos y la que nos puede jugar a favor o en contra. Todo comienza con la disposición de modificar y no culpar a otros por nuestros procesos. Cuando podamos trabajar con nuestras limitaciones y las convirtamos en nuestras fortalezas, es que podremos maximizar la oportunidad de AIL-NILICO.

Trabajemos con nuestra mentalidad y enfatizamos en ser 1% mejor todos los días y, en 100 días, empezaremos a ver nuestro cambio. **GameSpeed!** 🚀

## Changing Mindsets for Permanent Change

**I**n our industry, we face positive and negative changes. We often focus on the problem, not the solution, by going around it rather than getting out of it.

Thinking about how to change the results, I realized that it is not the results that need to be changed; it is the mentality. A change of mindset is to get to the root of the problem. Our way of thinking is responsible for everything we have; a significant change occurs when our usual way of thinking is replaced by a new and different one.

Trying to change the results is trying to change something external to us; a change of mentality is something internal. The outer is a reflection of what happens internally. Most of the changes we try to make don't last because they don't go to our mentality, they look to the results.

However, we may ask ourselves, "How do I change my mentality?" First, we must understand that mentality is a link between beliefs and habits that are stored in our subconscious. Those beliefs and habits were created through repetition, doing the same thing repeatedly until it became our way of acting.

To change the mentality, you must do it the same way the beliefs and habits were created – through repetition. The first step is to become aware and decide what we want to change and the new way of thinking we want to adopt. In this new way of thinking, we have to succeed in replacing our old way of thinking at the subconscious level.

With a few steps, we can replace one habit at a time. Let's not try to change more than one at the same time:

- Think about an outcome you're getting that you don't want and ask yourself what behaviors or habits are causing that outcome. Examples

might be my presentation, my closing, I don't collect referrals, I'm not empathetic to the client, etc.

- Write the behavior in detail. For example, record your presentation and then humbly ask: "Would I buy this product from this person?"
- Let's ask ourselves what habit or behavior is the polar opposite of our identified behavior.
- Write the new behavior on another piece of paper.
- Let's write down the positive habit four or five times a day. Read it frequently and act using willpower to perform the new practice. Eventually, we will lodge that idea in our subconscious mind.

When an idea lingers in the subconscious, the change is permanent, and from there, this new way of thinking will create new results.

Let's constantly work with our mind, the most significant internal force we possess and the one that can play for or against us. It all starts with the willingness to modify and not blame others for our processes. When we can work through our shortcomings and turn them into our strengths, we can maximize the AIL-NILICO opportunity.

Let's work with our mindset and emphasize being 1% better every day, and in 100 days, we will start to see our change. **GameSpeed!** 🚀



### VETERAN PRODUCER



**1**  
LISBETH VASQUEZ RODRIGUEZ  
MIAMI, FL

### SA



**1**  
LILIANA VALBUENA SOTO  
RICHARDSON, TX

### VETERAN MGA



**1**  
CARITZA ROJAS  
MIAMI, FL

### ROOKIE PRODUCER



**1**  
CAROL FERNANDEZ  
LONG BEACH, CA

### GA



**1**  
DANIEL NAVA  
RICHARDSON, TX

### ROOKIE MGA



**1**  
ALEJANDRA LAZAR MORALES  
HOUSTON, TX

### RGA



**1**  
DANIEL PACHECO  
MIAMI, FL

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: APRIL

Rank		Net ALP	NTG	RET	MGA	SGA
1	Lisbeth Vasquez Rodriguez	\$15,726		86.4	Daniel Pacheco	Beto Quintero
2	Roxana Duarte Castillo	\$11,780		76.1	Daniel Pacheco	Beto Quintero
3	Margarita Hickman	\$9,337		88.4	Astrid Gomez Castrillon	Hemerson Gonzalez
4	Jenny Guriel	\$7,606		84.7	Jhanna Valerio Vivas	Beto Quintero
5	Oliany Matos Abella	\$6,444		84.4	Jhanna Valerio Vivas	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: APRIL

Rank		Net ALP	NTG	RET	MGA	SGA
1	Carol Fernandez	\$23,951	96		Carol Fernandez	Sergio Carta
2	Victor Grasso Zambrano	\$22,100	100		Augusto Arango	Jesus Romero
3	Franklin Chacin Finol	\$21,479	100		Evelyn Leon-Perez	Fort Worth Latino Division
4	Jennifer Terife Medina	\$18,599	100		Carol Fernandez	Sergio Carta
5	Nelson Sucre	\$17,827		81.8	Carol Fernandez	Sergio Carta

## TOP LATINO MARKET SUPERVISING AGENTS: APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Liliana Valbuena Soto	\$25,401	\$29,766	100		Evelyn Leon-Perez	Fort Worth Latino Division
2	Eleisa Carlino Andrea	\$23,919	\$33,429	96		Caritza Rojas	Beto Quintero
3	Juneth Zambrano De Grasso	\$23,668	\$39,724	92		Augusto Arango	Jesus Romero
4	Luis Alvarez	\$21,190	\$25,728	91		Alejandra Larez Morales	Jesus Romero
5	Eriannet Perez	\$15,639	\$16,500	88		Tahis Quintero Bonilla	Jesus Romero

## TOP LATINO MARKET GENERAL AGENTS: APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Daniel Nava	\$32,107	\$41,576	94		Evelyn Leon-Perez	Fort Worth Latino Division
2	Gabriela Perez	\$27,742	\$37,585		76.5	Tahis Quintero Bonilla	Jesus Romero
3	Nelson Sucre	\$26,709	\$71,937	93		Carol Fernandez	Sergio Carta
4	Maria Lugo Rincon	\$25,272	\$40,487		86.6	Caritza Rojas	Beto Quintero
5	Margarita Hickman	\$22,569	\$38,908		86.3	Astrid Gomez Castrillon	Hemerson Gonzalez

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: APRIL

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Caritza Rojas	94.3%	\$61,812	\$31,815		87.4	Beto Quintero
2	Augusto Arango	72.1%	\$57,585	\$33,455		77.5	Jesus Romero
3	Carmen Pena Guedez	66.0%	\$62,908	\$37,905		87.7	Jesus Romero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: APRIL

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Alejandra Larez Morales	174.0%	\$34,802	\$20,000		87.1	Jesus Romero
2	Evelyn Leon-Perez	155.3%	\$31,061	\$20,000		75.2	Fort Worth Latino Division
3	Jose Heredia	148.2%	\$29,630	\$20,000	92		Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: APRIL

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	220.1%	\$93,692	\$29,268		86.0	Beto Quintero
2	Carmen Pena Guedez	187.9%	\$57,586	\$20,000	93		Jesus Romero

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Lisbeth Vasquez Rodriguez	\$44,573		86.4	Daniel Pacheco	Beto Quintero
2	Roxie Soto	\$33,319		85.6	Caritza Rojas	Beto Quintero
3	Maria Lugo Rincon	\$29,258		90.0	Caritza Rojas	Beto Quintero
4	Javier Contreras Paraguacuto	\$23,630		76.7	Jhanna Valerio Vivas	Beto Quintero
5	Margarita Hickman	\$23,261		88.4	Astrid Gomez Castrillon	Hemerson Gonzalez

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Carol Fernandez	\$91,759	96		Carol Fernandez	Sergio Carta
2	Pablo Castro Gault	\$74,700	96		Carol Fernandez	Sergio Carta
3	Juneth Zambrano De Grasso	\$70,558	91		Augusto Arango	Jesus Romero
4	Nelson Sucre	\$53,509		81.8	Carol Fernandez	Sergio Carta
5	Lady Avila	\$43,058	88		Daniel Pacheco	Beto Quintero

## TOP LATINO MARKET GENERAL AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Daniel Nava	\$69,856	\$89,254	94		Evelyn Leon-Perez	Fort Worth Latino Division
2	Gabriela Perez	\$59,469	\$85,230	88		Tahis Quintero Bonilla	Jesus Romero
3	Nahireth Rivero	\$47,479	\$56,720	95		Carlos Camacho Medina	Jesus Romero
4	Yolamar Picon Mora	\$46,427	\$83,347	98		Raul Pinto	Jesus Romero
5	Nelson Sucre	\$42,554	\$232,021	93		Carol Fernandez	Sergio Carta

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	124.2%	\$219,779	\$98,012		87.7	Jesus Romero
2	Caritza Rojas	109.7%	\$204,999	\$97,774		87.4	Beto Quintero
3	Augusto Arango	90.2%	\$152,173	\$80,000		77.5	Jesus Romero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Jose Heredia	180.2%	\$144,128	\$80,000	92		Jesus Romero
2	Raul Pinto	138.0%	\$110,400	\$80,000		83.7	Jesus Romero
3	Alejandra Larez Morales	119.2%	\$95,364	\$80,000		87.1	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

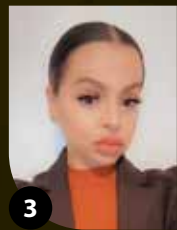
Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	349.4%	\$594,155	\$132,212		86.0	Beto Quintero
2	Carmen Pena Guedez	88.5%	\$150,785	\$80,000	93		Jesus Romero



**1**  
AUSTIN TIMMONS  
EL PASO, TX



**2**  
HUSSIEN MOUZAIHEM  
DEARBORN HEIGHT, MI



**3**  
DIANA CRUZ  
RIVERSIDE, RI



**4**  
ALEXUS HAWKINS  
WEXFORD, PA



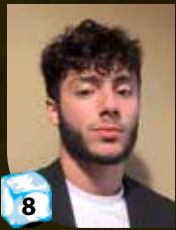
**5**  
CARLEESA PARHAMS  
FORT WORTH, TX



**6**  
CAROL FERNANDEZ  
LONG BEACH, CA



**7**  
EBONY WHITE  
NEW ALBANY, IN



**8**  
TAREK BERRY  
TROY, MI



**9**  
ALEX CHO  
CLEVELAND, OH



**10**  
JOHN DUHE  
FORT LAUDERDALE, FL



**11**  
HUSSIEN KUTKUT  
LAKEWOOD, OH



**12**  
VICTOR GRASSO ZAMBRANO  
HOUSTON, TX



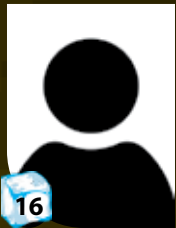
**13**  
MARQUES PRICE  
BRUNSWICK, OH



**14**  
ALI SAAD  
DEARBORN, MI



**15**  
MARISONE NAVOR  
BRIEUX, SK



**16**  
FRANKLIN CHACIN FINOL  
RICHARDSON, TX



**17**  
HENRY HOLLAND  
WILMINGTON, MA



**18**  
RICARDO HERRERA  
DALLAS, TX



**19**  
ASHLEY APPLON  
FORT WORTH, TX



**20**  
GAVIN MCDONALD  
WEXFORD, PA



**DANIELLE SHELP**  
SACRAMENTO, CA



**JENNIFER TERIFE MEDINA**  
LONG BEACH, CA



**ALEJANDRO PERERA**  
DORAL, FL

## APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Austin Timmons	\$33,162	96		Nick Scordos A0
2	Hussien Mouzaihem	\$29,355	87		Mark Dushaj A0
3	Diana Cruz	\$26,578	96		Chilynn Acevedo Fisher-Zuzick
4	Alexus Hawkins	\$25,714	94		Justin Adams Simon Arias
5	Carleesa Parhams	\$24,831	99		Mitzi Holmes Washington-Washington
6	Carol Fernandez	\$23,951	96		Carol Fernandez Sergio Carta
7	Ebony White	\$23,614	93		London Nelson
8	Tarek Berry	\$23,534	100		Steven King Darcy Schrieber
9	Alex Cho	\$22,376	91		Klaudio Martinaj A0
10	John Duhe	\$22,307	98		Carrington Hanna A0
11	Hussein Kutkut	\$22,228	92		Andi Iftiu A0
12	Victor Grasso Zambrano	\$22,100	100		Augusto Arango Jesus Romero
13	Marques Price	\$21,814	91		Arturo Romero S-S-Parks-Salvaggi
14	Ali Saad	\$21,612	90		Joseph Gojcaj A0
15	Marisone Navor	\$21,565		90.1	Kelechi Anele A0
16	Franklin Chacin Finol	\$21,479	100		Evelyn Leon-Perez Fort Worth Latino Division
17	Henry Holland	\$21,451	92		Alexandra Berberich Albert Serur
18	Ricardo Herrera	\$21,124	89		Stephen Jubrey
19	Ashley Applon	\$20,975	96		Mitzi Holmes Washington-Washington
20	Gavin McDonald	\$20,031	91		Spencer Kozej Simon Arias
21	Danielle Shelp	\$20,018	100		Noe Perez Saavedra-Longino
22	Tom Shamon	\$19,595	94		Mark Dushaj A0
23	Gene Hale	\$19,342		79.9	Kathleen Mezik Ryan Bisanz
24	Jordan Brown	\$19,238	99		Joshua Hosenbold Henderson-Locker
25	Adam Middleton	\$19,227	100		Steven Warner A0
26	Crystal Mekdarasack	\$18,903	93		Ashlynn Orng A0
27	Edon Nevzadi	\$18,777	96		Arif Hajro A0
28	Jennifer Terife Medina	\$18,599	100		Carol Fernandez Sergio Carta
29	Nelson Sucre	\$17,827		81.8	Carol Fernandez Sergio Carta
30	Adam Russell	\$17,631	92		Blair Sheppard A0
31	Justin Haisha	\$17,491	89		Mark Dushaj A0
32	Sebastian Frydenberg	\$17,411	95		Sean Taylor Henderson-Locker
33	Pablo Castro Gaulet	\$17,022	96		Carol Fernandez Sergio Carta
34	Georgia Boquel	\$16,983		85.5	James Evans Ryan Bisanz
35	Alejandro Perera	\$16,949	98		Maria Bonilla Borrego Walter Icaza
36	Ileana Navarro Dorantes	\$16,772	100		Kamal Tayyib Andrew McQuade
37	Dashaune Hendrickson	\$16,578	100		Joshua Hosenbold Henderson-Locker
38	Adrian Horsham	\$16,543	94		Chad McLaughlin Henderson-Locker
39	Craig Fernandez	\$16,424	93		Jonathan Da-Al Steve Friedlander
40	Stephany DeLosh	\$16,398	100		Jordan Stelzer Matthew Turnquist
41	Jessica Yates	\$16,375		84.7	Phi Phan Desi Dimitrova
42	Brandon Freeman	\$16,178		82.8	Tristan Smith Simon Arias
43	Juneth Zambrano De Grasso	\$16,056	91		Augusto Arango Jesus Romero
44	Joseph Pacello	\$16,055	100		Kingsley Ibeh A0
45	Ryne Morozowski	\$16,010		86.8	Ryne Morozowski Tom Williams
46	Cory Laidlaw	\$15,953	100		Trace Johnson A0
47	Jacqueline Prieto	\$15,635	92		Maria Lagios A0
48	April Ross	\$15,625		90.6	Brandon Minor A0
49	Charista Huecker	\$15,561	95		Joshua McTier Matthew Turnquist
50	Wasiq Warraich	\$15,498	97		Iffrah Tahir Satti-Kanaan-Wheeler

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Franko Bilbili	\$282,841		88.9	Arif Hajro A0
*2	Nicholas Llewellyn	\$140,788	92		Mario Hajro A0
*3	Alexus Hawkins	\$140,599	94		Justin Adams Simon Arias
*4	Hussein Kutkut	\$136,435	92		Andi Iftiu A0
*5	Austin Timmons	\$133,530	96		Nick Scordos A0
*6	Crystal Mekdarasack	\$106,419	93		Ashlynn Orng A0
*7	Alex Cho	\$104,560	91		Klaudio Martinaj A0
*8	Diana Cruz	\$103,776	96		Chilynn Acevedo Fisher-Zuzick
*9	Damian Woods	\$103,541		77.8	Carrington Hanna A0
*10	Alex Tran	\$98,752	93		Braydon Cameron Simon Arias
11	Montzer Alwatan	\$97,252	96		Joseph Gojcaj A0
12	Edon Nevzadi	\$96,047	96		Arif Hajro A0
13	Connor Koy	\$96,026	81		Alexander Gomez Kevin Holtz
14	Anthony Ruggiero	\$94,131	96		Bledar Bane A0
15	Carol Fernandez	\$91,759	96		Carol Fernandez Sergio Carta
16	Ashley Applon	\$90,571	96		Mitzi Holmes Washington-Washington
17	Christina Konstanzer	\$90,405		83.7	Joseph Crivelli Simon Arias
18	Sebastian Frydenberg	\$88,386	95		Sean Taylor Henderson-Locker
19	Ali Saad	\$84,939	90		Joseph Gojcaj A0
20	John Duhe	\$84,083	98		Carrington Hanna A0
21	Brandon Freeman	\$84,044		82.8	Tristan Smith Simon Arias
22	Timothy Stone	\$83,930	94		Weena Centeno-Wade Greg Graham
23	Justin Haisha	\$81,611	89		Mark Dushaj A0
24	Rangel Peters	\$81,506	86		Eno Iftiu A0
25	Carissa Saad	\$79,220	98		Arturo Romero S-S-Parks-Salvaggi
26	Tomlin Douglas	\$79,194	96		Juan Leonardo Giglione-Ackerman
27	Tayari Otis	\$78,250	88		Joshua Hosenbold Henderson-Locker
28	Patrice Charles	\$77,931		87.4	Shereen Catalano Simon Arias
29	Hussien Mouzaihem	\$77,615	87		Mark Dushaj A0
30	Adrian Horsham	\$77,299	94		Chad McLaughlin Henderson-Locker
31	Pablo Castro Gaulet	\$74,700	96		Carol Fernandez Sergio Carta
32	Michael Chapman	\$73,813	93		Steven King Darcy Schrieber
33	Sergio Hernandez	\$71,924	91		Joshua Hosenbold Henderson-Locker
34	Edward Tiongson	\$70,857	94		Sean Taylor Henderson-Locker
35	Juneth Zambrano De Grasso	\$70,558	91		Augusto Arango Jesus Romero
36	Bradley Sullivan	\$69,568	93		Daniel Orr Satti-Kanaan-Wheeler
37	Alexander Pham	\$69,423	89		Alan Sedaghat A0
38	Mohammed Majali	\$69,144	93		Javier Diaz Henderson-Locker
39	Marques Price	\$68,505	91		Arturo Romero S-S-Parks-Salvaggi
40	Michael Dejesus	\$67,714	92		Bruno Nuro A0
41	Colten Rice	\$67,616	94		Ian Zollos S-S-Parks-Salvaggi
42	Haley Pflieger	\$67,008	95		Brandon Hughes A0
43	Joseph Sciria	\$66,599	88		Derek Foore S-S-Parks-Salvaggi
44	Ty Burkholder	\$65,801	92		Dillon Zartman S-S-Bendure-Hartwig
45	Ethan Tolbert	\$65,470	95		Steven King Darcy Schrieber
46	April Ross	\$64,111		90.6	Brandon Minor A0
47	Samir Beydoun	\$63,323	86		Clayton Slaughter Michael Vasu
48	David Gallagher	\$63,108		82.0	Bledar Bane A0
49	Luis Holguin-Juarez	\$63,014	92		Andi Iftiu A0
50	Torian Fields	\$62,612	90		Ashley Rust A0

## ICEBREAKERS

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2023 Top Producer Council Member



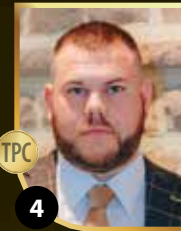
**1**  
DANIEL PARAVISINI  
GRANDVIEW, MO



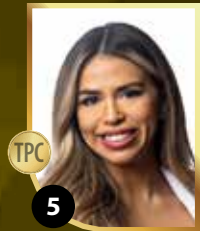
**2**  
FIRAT UCAR  
CANFIELD, OH



**3**  
AREF SAYEGH  
HALIFAX, NS



**4**  
JOSHUA DISHONG  
COLUMBUS, OH



**5**  
CARMEN ARROYO  
LONG ISLAND CITY, NY



**6**  
SILAS MERKEL  
BRUNSWICK, OH



**7**  
MARSHALL FERNANDEZ  
RED DEER, AB



**8**  
SCOTT WHITFORD  
MEDIA, PA



**9**  
HAZEM ABOUELDAHAB  
CALGARY, AB



**10**  
MICHAEL VAN DELFT  
HALIFAX, NS



**11**  
MEENAKSHI CHAVIS  
CONCORD, CA



**12**  
ANDREA LAURENT  
WEXFORD, PA



**13**  
ALVIN ALI  
CONCORD, CA



**14**  
AMANDA LUSTBADER  
EDISON, NJ



**15**  
NIKOLLA LULGJURAJ  
ROCHESTER, MI



**16**  
OLEG NOVITCHII  
BRUNSWICK, OH



**17**  
BLAIR SHEPPARD  
SALMON COVE, NL



**18**  
DAMON STROUP  
TRACY, CA



**19**  
LILY SAKAI  
LOS ANGELES, CA



**20**  
LAMINE DIAKHATE  
HALIFAX, NS

## APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Daniel Paravisini	\$177,758	91.1	Daniel Li	AO
2	Firat Ucar	\$122,277	88.7	Bledar Bane	AO
3	Aref Sayegh	\$58,667	92.4	Satti-Kanaan-Wheeler	
4	Joshua Dishong	\$55,622	81.8	Joshua Dishong	S-S-Bendure-Hartwig
5	Carmen Arroyo	\$52,515	85.4	Carmen Arroyo	Theodore Pappas
6	Silas Merkel	\$43,213	89.2	Derek Foore	S-S-Parks-Salvaggi
7	Marshall Fernandez	\$42,085	85.7	Melinda-Rae Lyse	AO
8	Scott Whitford	\$41,682	83.5	Alberto Alcalá	Ryan Bisanz
9	Hazem Aboueldahab	\$41,298	81.3	Christopher Hintz	AO
10	Michael van Delft	\$36,693	83.9	Satti-Kanaan-Wheeler	
11	Meenakshi Chavis	\$35,894	79.8	Andrew McQuade	
12	Andrea Laurent	\$35,342	89.3	Justin Adams	Simon Arias
13	Alvin Ali	\$35,036	86.5	Andrew McQuade	
14	Amanda Lustbader	\$34,913	80.0	Magda Figueiredo	Giglione-Ackerman
15	Nikolla Lulgjuraj	\$32,136	91.2	Mark Dushaj	AO
16	Oleg Novitchii	\$31,775	81.6	Eric Thompson	S-S-Parks-Salvaggi
17	Blair Sheppard	\$31,470	84.2	Brandon Summerton	AO
18	Damon Stroup	\$30,239	78.4	Mathew Hart	
19	Lily Sakai	\$29,833	89.8	Cohen-Velasquez	
20	Lamine Diakhate	\$29,403	94.1	Satti-Kanaan-Wheeler	
21	Dillon Zartman	\$29,026	84.6	Dillon Zartman	S-S-Bendure-Hartwig
22	Roger Fung	\$28,559	82.5	Roger Fung	Mathew Hart
23	Dina Boghdady	\$27,646	81.4	Luay Ghawi	AO
24	Kevin Ishikane	\$27,587	95.9	Blake Higuchi	AO
25	Rea Lynch	\$27,009	84.0	Rea Lynch	AO
26	Ashley Mysza	\$24,458	81.8	Giovanni Vacca	Tommy Vena
27	Joel Trask	\$24,073	82.0	Satti-Kanaan-Wheeler	
28	Chris Anderson	\$23,950	83.9	Mathew Hart	
29	James Ganci	\$23,784	82.4	Raul Rojas	Jose Carvajal
30	Brandon Bennett	\$23,412	85.8	Brandon Bennett	Simon Arias
31	Nikolai Zollinger	\$23,358	91.0	Hasan Ghazal	Satti-Kanaan-Wheeler
32	Trevor Bailey	\$23,297	85.7	Satti-Kanaan-Wheeler	
33	Damaris Trejo	\$22,772	75.7	Zach Otto	Sabrina Lloyd
34	Omaira Garces Ramonez	\$22,602	85.4	Carlos Navas	Quintero-Vidal
35	Michael Ellis	\$22,120	86.6	Paul Rumbuc	AO
36	Muhammed Ashraf	\$22,094	86.1	Muhammed Ashraf	Theodore Pappas
37	Pa Alieu Kasseh	\$22,082	82.3	Pa Alieu Kasseh	AO
38	Razan Zarba	\$22,057	80.4	Romal Omid	Mathew Hart
39	Jose Moreno	\$21,887	86.8	Susana Vargas	Pappas-Akuamo
40	John Curry	\$21,737	82.6	John Curry	AO
41	James Hodges	\$20,809	81.6	John Curry	AO
42	Justin Neal	\$20,598	84.5	Mathew Kahwaji	AO
43	Andrew Brown	\$20,537	94.1	Ryan Stenglein	AO
44	Connor O'Donnell	\$20,328	87.5	Arturo Romero	S-S-Parks-Salvaggi
45	Jonathan Lu	\$20,322	80.2	Massoud Vaziri	AO
46	Max Quasem	\$20,320	96.5	Cohen-Velasquez	
47	Laura Chavez	\$20,224	87.6	Laura Chavez	AO
48	Ian Pickett	\$20,058	84.0	Bobby Gujral	AO
49	Rahman Mashriqi	\$19,787	81.2	Romal Omid	Mathew Hart
50	Austin Rockall	\$19,712	90.4	Sara Vaz	AO

ALL TIME RECORD: \$313,990 Net ALP — DANIEL PARAVISINI

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Firat Ucar	\$563,030	88.7	Bledar Bane	AO
*2	Daniel Paravisini	\$433,049	91.1	Daniel Li	AO
*3	Marshall Fernandez	\$275,447	85.7	Melinda-Rae Lyse	AO
*4	Joshua Dishong	\$250,927	81.8	Joshua Dishong	S-S-Bendure-Hartwig
*5	Nikolla Lulgjuraj	\$240,453	91.2	Mark Dushaj	AO
*6	Carmen Arroyo	\$238,719	85.4	Carmen Arroyo	Theodore Pappas
*7	Salaur Khorrani	\$205,781	83.9	Zackarea Hakim	AO
*8	Oleg Novitchii	\$191,237	81.6	Eric Thompson	S-S-Parks-Salvaggi
*9	Scott Whitford	\$185,690	83.5	Alberto Alcalá	Ryan Bisanz
*10	Roger Fung	\$181,418	82.5	Roger Fung	Mathew Hart
11	Ervin Metaj	\$177,987	79.4	Taulant Bane	AO
12	Kristi Basho	\$174,028	89.6	Kristi Basho	AO
13	Brandon Bennett	\$162,765	85.8	Brandon Bennett	Simon Arias
14	Ian Pickett	\$161,436	84.0	Bobby Gujral	AO
15	Michael van Delft	\$160,014	83.9	Satti-Kanaan-Wheeler	
16	Aaron Ebel	\$158,888	90.0	Arif Hajro	AO
17	Silas Merkel	\$152,718	89.2	Derek Foore	S-S-Parks-Salvaggi
18	Serge Brouillette	\$150,003	78.8	Serge Brouillette	AO
19	Kevin Musai	\$149,116	95.8	Andi Iftiu	AO
20	Muhammed Ashraf	\$148,613	86.1	Muhammed Ashraf	Theodore Pappas
21	Ardian Gojcaj	\$147,642	84.9	Mark Dushaj	AO
22	Meenakshi Chavis	\$146,530	79.8	Andrew McQuade	
23	Damaris Trejo	\$144,350	75.7	Zach Otto	Sabrina Lloyd
24	Alon Barnur	\$143,372	94.1	Alon Barnur	AO
25	Jihad Ottallah	\$139,690	84.5	Matthew Conrad	S-S-Parks-Salvaggi
26	Rea Lynch	\$138,951	84.0	Rea Lynch	AO
27	Alvin Ali	\$138,779	86.5	Andrew McQuade	
28	Abraham Mogilevsky	\$134,730	84.0	Tami Chaimov	Jamison Weatherspoon
29	Damon Stroup	\$130,511	78.4	Mathew Hart	
30	Massoud Vaziri	\$127,133	87.7	Massoud Vaziri	AO
31	Dillon Zartman	\$126,556	84.6	Dillon Zartman	S-S-Bendure-Hartwig
32	Kevin Ishikane	\$125,591	95.9	Blake Higuchi	AO
33	Lily Sakai	\$125,106	89.8	Cohen-Velasquez	
34	Ashley Mysza	\$124,751	81.8	Giovanni Vacca	Tommy Vena
35	Arturo Romero	\$123,741	85.2	Arturo Romero	S-S-Parks-Salvaggi
36	Blair Sheppard	\$123,001	84.2	Brandon Summerton	AO
37	Alexandra Longo	\$120,749	88.4	Alexandra Longo	Hart-Lewicki
38	Aref Sayegh	\$118,627	92.4	Satti-Kanaan-Wheeler	
39	Justin Neal	\$115,700	84.5	Mathew Kahwaji	AO
40	Bruno Nuro	\$114,028	88.9	Taulant Bane	AO
41	Panaris Bregu	\$110,424	91.7	Andi Iftiu	AO
42	Nick Scordos	\$106,840	86.2	Nick Scordos	AO
43	Joey Kennedy	\$106,105	89.2	Bobby Hamilton	AO
44	Bryan Juskiw	\$105,372	86.8	Bryan Juskiw	S-S-Bendure-Hartwig
45	Dmitry Pendro	\$104,969	86.3	Joseph Crivelli	Simon Arias
46	Gage Harrington	\$104,773	76.6	Mark Neilson	AO
47	Andrea Laurent	\$103,273	89.3	Justin Adams	Simon Arias
48	Michael Ellis	\$101,634	86.6	Paul Rumbuc	AO
49	Alex Miller	\$100,924	85.5	Cohen-Velasquez	
50	Joel Trask	\$100,777	82.0	Satti-Kanaan-Wheeler	

ALL TIME RECORD: \$1,362,471 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$5,249,422 Net ALP — JOSHUA DISHONG 04/30/23

# SUPERVISING AGENTS



**1**  
MONTZER ALWATAN  
SOUTHGATE, MI



**2**  
ETHAN TOLBERT  
TROY, MI



**3**  
JUSTIN HAISHA  
STERLING HEIGHTS, MI



**4**  
KELLY JONES  
ALTAMONTE SPRINGS, FL



**5**  
LUIS ALMAGUER  
HOUSTON, TX



**6**  
CRYSTAL MEKDARASACK  
MERIDIAN, ID



**7**  
SHAKRESHA PARHAMS  
FORT WORTH, TX



**8**  
MARTIN CORREA AVILA ROBB  
HOUSTON, TX



**9**  
ANGEL MARQUEZ  
DORAL, FL



**10**  
LILIANA VALBUENA SOTO  
RICHARDSON, TX

## APRIL

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Montzer Alwatan	\$64,465	\$63,799	90	Joseph Gojcaj	AO
2	Ethan Tolbert	\$62,345	\$89,559	94	Steven King	Darcy Schrieber
3	Justin Haisha	\$36,724	\$36,724	96	Mark Dushaj	AO
4	Kelly Jones	\$34,106	\$46,881	100	Joshua Hosenbold	Henderson-Locker
5	Luis Almaguer	\$33,130	\$37,271	98	Clayton Slaughter	Michael Vasu
6	Crystal Mekdarasack	\$33,037	\$33,037	87	Ashlynn Orng	AO
7	Shakresha Parhams	\$28,164	\$31,505	98	Mitzi Holmes	Washington-Washington
8	Martin Correa Avila Robb	\$27,691	\$30,815	86	Tanner West	Michael Vasu
9	Angel Marquez	\$27,490	\$30,589	99	Taleb Jammoul Hajali	Walter Icaza
10	Liliana Valbuena Soto	\$25,401	\$29,766	100	Evelyn Leon-Perez	Fort Worth Latino Division
11	Tyler Lala	\$25,343	\$34,089	99	Spencer Kozej	Simon Arias
12	Eleisa Carlino Andrea	\$23,919	\$33,429	96	Caritza Rojas	Beto Quintero
13	Juneth Zambrano De Grasso	\$23,668	\$39,724	92	Augusto Arango	Jesus Romero
14	Josiah Talton	\$22,341	\$24,453	96	Tanner West	Michael Vasu
15	Luis Alvarez	\$21,190	\$25,728	91	Alejandra Larez Morales	Jesus Romero
16	Trentan Stamm	\$20,622	\$21,504	94	Jonathan Conner	Michael Vasu
17	Alejandra Maldonado	\$19,521	\$23,876	91	Priscilla Blanco	Desi Dimitrova
18	Cole Kushik	\$19,264	\$21,509	90	Gregory Rudolph	Simon Arias
19	Franko Bilbili	\$18,865	\$24,275		85.2 Arif Hajro	AO
20	Gabriel Fernos	\$18,729	\$18,729	93	Ashlynn Orng	AO

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

# GENERAL AGENTS



**1**  
MOHAMED ALJAHMI  
DEARBORN, MI



**2**  
ZAKARIA ELGAHMI  
TROY, MI



**3**  
TYLER LAN  
LAKEWOOD, CA



**4**  
JORDAN BROWN  
ALTAMONTE SPRINGS, FL



**5**  
JORDAN HAMRICK  
AURORA, CO



**6**  
ARTHUR SIMPSON  
WEXFORD, PA



**7**  
CLAYTON FRIDAY  
WEXFORD, PA



**8**  
DANIEL NAVA  
RICHARDSON, TX



**9**  
MICHELE STEWART  
SAN DIEGO, CA



**10**  
GAVIN GAMBHIR  
BURNABY, BC

## APRIL

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mohamed Aljahmi	\$98,587	\$119,841	92	Joseph Gojcaj	AO
2	Zakaria Elgahmi	\$74,985	\$104,523	94	Steven King	Darcy Schrieber
3	Tyler Lan	\$71,818	\$89,281	89	Ashlynn Orng	AO
4	Jordan Brown	\$47,309	\$66,272	100	Joshua Hosenbold	Henderson-Locker
5	Jordan Hamrick	\$37,233	\$52,142		81.6 Jordan Stelzer	Matthew Turnquist
6	Arthur Simpson	\$34,497	\$38,686	92	Steven Dell	Simon Arias
7	Clayton Friday	\$33,495	\$53,006	95	Gregory Rudolph	Simon Arias
8	Daniel Nava	\$32,107	\$41,576	94	Evelyn Leon-Perez	Fort Worth Latino Division
9	Michele Stewart	\$32,035	\$68,076	87	Eno Iftiu	AO
10	Gavin Gambhir	\$31,319	\$31,319	99	Jesse Doherty	AO
11	Jessica Yates	\$31,106	\$51,465	95	Phi Phan	Desi Dimitrova
12	Nicholas Beyer	\$28,780	\$68,770	99	Zach Otto	Sabrina Lloyd
13	Walter Henderson	\$28,498	\$34,142		93.1 Mario Hajro	AO
14	Gabriela Perez	\$27,742	\$37,585		76.5 Tahis Quintero Bonilla	Jesus Romero
15	Christopher Montoni	\$27,683	\$38,035	90	Ian Zollos	S-S-Parks-Salvaggi
16	Nelson Sucre	\$26,709	\$71,937	93	Carol Fernandez	Sergio Carta
17	Brady Basinger	\$25,939	\$41,972	92	Nicholas Chuma	S-S-Bendure-Hartwig
18	Maria Lugo Rincon	\$25,272	\$40,487		86.6 Caritza Rojas	Beto Quintero
19	Keenan Bignall	\$25,188	\$44,281	87	Joshua Goodman	Matthew Turnquist
20	Samantha McComas	\$24,974	\$31,334		79.2 Joshua McTier	Matthew Turnquist

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Mohamed Aljahmi	\$386,958	\$483,234	92	Joseph Gojcaj	AO
*2	Tyler Lan	\$259,895	\$393,257	89	Ashlynn Orng	AO
*3	Zakaria Elgahmi	\$258,688	\$420,541	94	Steven King	Darcy Schrieber
*4	Christopher Montoni	\$232,964	\$284,637	90	Ian Zollos	S-S-Parks-Salvaggi
*5	Joshua Butrey	\$175,145	\$244,976	90	Ian Zollos	S-S-Parks-Salvaggi
6	Arthur Simpson	\$138,553	\$186,717	92	Steven Dell	Simon Arias
7	Nicole Bolognesi	\$132,794	\$100,893	93	Jorge Toribio	Theodore Pappas
8	Alejandro Jardon	\$119,668	\$160,349	94	Parveen Lakhani	Sabrina Lloyd
9	Damaris Trejo	\$117,844	\$306,562	94	Zach Otto	Sabrina Lloyd
10	Alex Jankowski	\$114,817	\$235,400	88	Jonathan Rindt	Simon Arias
11	Jessica Yates	\$112,143	\$194,321	95	Phi Phan	Desi Dimitrova
12	Michele Stewart	\$111,705	\$279,189	87	Eno Iftiu	AO
13	April Gibson	\$103,968	\$162,309	93	Priscilla Blanco	Desi Dimitrova
14	Jordan Hamrick	\$102,049	\$166,302		81.6 Jordan Stelzer	Matthew Turnquist
15	Dalton Cassavoy	\$101,318	\$532,069	93	Jozef Tinaj	AO
16	Zachary Marshall	\$100,005	\$151,463	90	Noah Vongunden	Simon Arias
17	Paola Asaro Avila	\$99,992	\$112,509	94	Aldo Ramirez Marinelli	Quintero-Vidal
18	Brady Basinger	\$98,057	\$178,286	92	Nicholas Chuma	S-S-Bendure-Hartwig
19	Genesis Medina Mendoza	\$96,187	\$220,304	91	Arif Hajro	AO
20	Samantha McComas	\$93,111	\$102,493		79.2 Joshua McTier	Matthew Turnquist

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,371,416 Net ALP — JOZEF TINAJ



## CATEGORIES I-XII



**ZACH OTTO**  
BARRINGTON, IL



**JENNY KIM**  
MILPITAS, CA



**STEVEN KING**  
TROY, MI



**BLEDAR BANE**  
WESTLAKE, OH



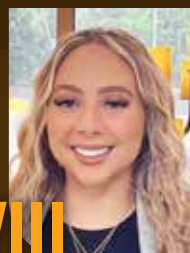
**DAVID CARPENTER**  
MIAMI, FL



**MIKE PARAGIOU**  
CHESTERFIELD, MO



**CARLO BUHAY**  
WINNIPEG, MB



**CHILYNN ACEVEDO**  
RIVERSIDE, RI



**TRAVIS PICKLESIMER**  
COLUMBUS, OH



**TAMI CHAIMOV**  
DULUTH, GA



**JOHN SANTOSUOSSO**  
ROCHESTER, NY



**BRANDON HUGHES**  
GILBERT, AZ

### APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Zach Otto</b>	67.0%	\$222,761	\$133,395	82.2		Sabrina Lloyd
Arturo Romero	41.3%	\$124,821	\$88,352	80.6		S-S-Parks-Salvaggi
Eno Iftiu	30.8%	\$231,385	\$176,854	84.4		AO
<b>II Jenny Kim</b>	193.3%	\$110,699	\$37,737	83.4		AO
Romal Omid	105.3%	\$90,192	\$43,942	78.0		Mathew Hart
Joshua Dishong	13.8%	\$92,400	\$81,160	82.5		S-S-Bendure-Hartwig
<b>III Steven King</b>	201.4%	\$205,200	\$68,081	79.7		Darcy Schrieber
Zackarea Hakim	104.4%	\$60,184	\$29,451	80.1		AO
Joseph Crivelli	54.3%	\$120,659	\$78,204	82.6		Simon Arias
<b>IV Bledar Bane</b>	233.6%	\$148,440	\$44,503	86.3		AO
Taleb Jammoul Hajali	94.7%	\$172,952	\$88,826	76.5		Walter Icaza
Brandon Summerton	69.7%	\$121,233	\$71,434	84.3		AO
<b>V David Carpenter</b>	107.8%	\$54,037	\$26,002	75.4		AO
Jillian Getz	55.2%	\$89,275	\$57,515	79.4		AO
Ian Zollos	27.3%	\$61,281	\$48,152	77.5		S-S-Parks-Salvaggi
<b>VI Mike Paragiou</b>	253.9%	\$90,050	\$25,445	86.2		S-S-Parks-Salvaggi
Ashley Rust	134.6%	\$85,856	\$36,590	82.3		AO
Sara Vaz	129.6%	\$49,433	\$21,532	85.5		AO
<b>VII Carlo Buhay</b>	205.2%	\$98,466	\$32,262	82.9		AO
Derek Foore	151.0%	\$89,467	\$35,647	79.8		S-S-Parks-Salvaggi
Luay Ghawi	115.1%	\$57,845	\$26,887	83.0		AO
<b>VIII Chilynn Acevedo</b>	287.5%	\$113,540	\$29,300	76.2		Fisher-Zuzick
Phillip Rigoli	141.8%	\$62,651	\$25,915	81.6		Nick Moore
Christopher Hintz	81.9%	\$60,661	\$33,350	83.1		AO
<b>IX Travis Picklesimer</b>	101.8%	\$40,369	\$20,000	83.6		S-S-Bendure-Hartwig
Nicholas Chuma	84.1%	\$124,579	\$67,655	81.9		S-S-Bendure-Hartwig
Marisa Willgruber	62.3%	\$71,573	\$44,087	84.8		Theodore Pappas
<b>X Tami Chaimov</b>	168.6%	\$53,721	\$20,000	85.7		Jamison Weatherspoon
Justin Adams	105.4%	\$86,884	\$42,298	82.9		Simon Arias
Daniel Perkins	93.8%	\$49,997	\$25,800	84.1		AO
<b>XI John Santosuosso</b>	210.4%	\$62,085	\$20,000	80.9		Brett Gryska
Tanner West	127.7%	\$75,726	\$33,252	83.5		Michael Vasu
Jessica Kay	65.6%	\$33,124	\$20,000	80.0		Jamison Weatherspoon
<b>XII Brandon Hughes</b>	204.1%	\$74,767	\$24,583	84.4		AO
William Parmeter	141.7%	\$77,453	\$32,048	81.2		Brett Gryska
Kelly Schoenherr	127.7%	\$45,549	\$20,000	79.8		Philip Prata

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Zach Otto</b>	58.1%	\$1,076,993	\$681,290	82.2		Sabrina Lloyd
Mark Dushaj	55.2%	\$2,973,339	\$1,915,263	84.2		AO
Bobby Gujral	43.8%	\$917,961	\$638,347	86.3		AO
<b>II Jenny Kim</b>	62.8%	\$663,790	\$407,821	83.4		AO
Clayton Slaughter	51.9%	\$597,874	\$393,700	81.6		Michael Vasu
Romal Omid	51.8%	\$383,809	\$252,761	78.0		Mathew Hart
<b>III Steven King</b>	170.8%	\$765,351	\$282,651	79.7		Darcy Schrieber
Joseph Crivelli	119.3%	\$1,330,534	\$606,830	82.6		Simon Arias
Meaghan Krecsko	81.3%	\$519,270	\$286,356	83.8		AO
<b>IV Bledar Bane</b>	305.9%	\$795,765	\$196,044	86.3		AO
Taleb Jammoul Hajali	99.5%	\$576,377	\$288,890	76.5		Walter Icaza
Ryan Stenglein	59.0%	\$481,697	\$303,014	80.7		AO
<b>V Ian Zollos</b>	97.4%	\$596,946	\$302,473	77.5		S-S-Parks-Salvaggi
David Carpenter	67.1%	\$423,643	\$253,461	75.4		AO
Phi Phan	37.7%	\$377,507	\$274,196	84.7		Desi Dimitrova
<b>VI Mike Paragiou</b>	160.1%	\$465,108	\$178,845	86.2		S-S-Parks-Salvaggi
Aaron Piotrowski	117.9%	\$329,251	\$151,105	80.2		Sabrina Lloyd
Jhanna Valerio Vivas	64.9%	\$371,617	\$225,300	82.0		Beto Quintero
<b>VII Matthew Abdo</b>	138.1%	\$354,508	\$148,883	86.5		Nick Moore
Kevin Appasamy	70.8%	\$260,724	\$152,669	82.5		AO
William Thomas	65.7%	\$291,020	\$175,579	76.4		S-S-Parks-Salvaggi
<b>VIII Chilynn Acevedo</b>	153.8%	\$430,951	\$169,774	76.2		Fisher-Zuzick
Steven Warner	57.8%	\$348,370	\$220,744	80.4		AO
Adem Abdula	41.1%	\$259,413	\$183,903	76.9		Giglione-Ackerman
<b>IX Nicholas Chuma</b>	85.6%	\$789,924	\$425,529	81.9		S-S-Bendure-Hartwig
Matthew Ward	53.2%	\$243,209	\$158,782	84.3		Josh West
Melinda-Rae Lyse	40.8%	\$325,021	\$230,853	82.7		AO
<b>X Justin Adams</b>	122.2%	\$384,774	\$173,151	82.9		Simon Arias
James Sodan	108.0%	\$286,906	\$137,918	79.1		Nick Moore
Kade Beck	51.6%	\$258,505	\$170,491	79.4		Brian Schreiter
<b>XI Mayra Robles</b>	146.0%	\$222,452	\$90,441	79.1		Michael Vasu
Tanner West	126.0%	\$250,053	\$110,651	83.5		Michael Vasu
Jessica Kay	69.1%	\$166,205	\$98,266	80.0		Jamison Weatherspoon
<b>XII Daniel Orr</b>	217.5%	\$317,003	\$99,847	85.8		Satti-Kanaan-Wheeler
Brandon Hughes	160.0%	\$349,954	\$134,612	84.4		AO
Kelly Schoenherr	77.2%	\$311,378	\$175,681	79.8		Philip Prata

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

CC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2023 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## CATEGORIES XIII-XXI & ROOKIE



**XIII**  
**MATTHEW MCDOWELL**  
RAPID CITY, SD



**XIV**  
**LISA LAWRENCE**  
POMPANO BEACH, FL



**XV**  
**KWABENA ANTWI**  
STONE MOUNTAIN, GA



**LC**  
**XVI**  
**MARK BERNSDORFF**  
WEXFORD, PA



**XVII**  
**ADAM KIDIKAS**  
NOBLESVILLE, IN



**XVIII**  
**COREY HELLY**  
EDISON, NJ



**XIX**  
**STEVE SVENDSON**  
FORT COLLINS, CO



**XX**  
**KINGSLEY IBEH**  
PHOENIX, AZ



**XXI**  
**TAULANT BANE**  
MIAMI, FL



**Rookie**  
**JOSEPH GOJCAJ**  
ROME, MI

### APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII Matthew McDowell</b>	<b>155.0%</b>	<b>\$51,009</b>	<b>\$20,000</b>	<b>79.3</b>	<b>AO</b>	
Priscilla Blanco	117.7%	\$46,506	\$21,359	84.2	Desi Dimitrova	
Caritza Rojas	94.3%	\$61,812	\$31,815	87.4	Beto Quintero	
<b>XIV Lisa Lawrence</b>	<b>72.1%</b>	<b>\$34,429</b>	<b>\$20,000</b>	<b>83.1</b>	<b>Tom Williams</b>	
Chase Miller	61.4%	\$32,288	\$20,000	79.7	S-S-Bendure-Hartwig	
Ross Ewen	51.1%	\$36,431	\$24,118	79.4	Kevin Holtz	
<b>XV Kwabena Antwi</b>	<b>131.7%</b>	<b>\$55,689</b>	<b>\$24,038</b>	<b>77.7</b>	<b>Jeremy Rivers</b>	
Samuel Artzis	128.5%	\$45,708	\$20,000	82.2	AO-Lorence	
Kaia Pirazzini	113.5%	\$42,692	\$20,000	76.4	Erin Allen	
<b>XVI Mark Bernsdorff</b>	<b>248.3%</b>	<b>\$69,664</b>	<b>\$20,000</b>	<b>76.8</b>	<b>Simon Arias</b>	
Justin Maska	220.3%	\$64,059	\$20,000	78.6	Arias-Dlabik	
Conor Markins	77.7%	\$39,447	\$22,196	80.2	Simon Arias	
<b>XVII Adam Kidikas</b>	<b>136.9%</b>	<b>\$47,378</b>	<b>\$20,000</b>	<b>86.9</b>	<b>Josh West</b>	
Carmen Pena Guedez	66.0%	\$62,908	\$37,905	87.7	Jesus Romero	
Adrain Alfred	58.4%	\$47,618	\$30,064	79.9	Michael Vasu	
<b>XVIII Corey Helly</b>	<b>278.1%</b>	<b>\$75,626</b>	<b>\$20,000</b>	<b>83.2</b>	<b>Giglione-Ackerman</b>	
Stuart Pagan	200.3%	\$60,063	\$20,000	82.3	Mathew Hart	
Akram Mirahmadi Shalamzari	91.6%	\$38,329	\$20,000	84.1	Byron Paz	
<b>XIX Steve Svendson</b>	<b>19.4%</b>	<b>\$25,534</b>	<b>\$21,384</b>	<b>85.7</b>	<b>Joshua Krueger</b>	
Lee Jeffers	19.3%	\$23,868	\$20,000	91.2	AO	
Willie Cummings	15.4%	\$23,087	\$20,000	81.6	Slav Bitman	
<b>XX Kingsley Ibeh</b>	<b>69.0%</b>	<b>\$33,804</b>	<b>\$20,000</b>	<b>76.4</b>	<b>AO</b>	
Alexandra Graham	16.9%	\$23,372	\$20,000	84.5	Greg Graham	
<b>XXI Taulant Bane</b>	<b>34.6%</b>	<b>\$26,913</b>	<b>\$20,000</b>	<b>81.4</b>	<b>AO</b>	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII Caritza Rojas</b>	<b>109.7%</b>	<b>\$204,999</b>	<b>\$97,774</b>	<b>87.4</b>	<b>Beto Quintero</b>	
Matthew McDowell	107.9%	\$218,539	\$105,141	79.3	AO	
Priscilla Blanco	94.7%	\$229,824	\$118,066	84.2	Desi Dimitrova	
<b>XIV Bruno Nuro</b>	<b>93.6%</b>	<b>\$263,339</b>	<b>\$136,053</b>	<b>80.7</b>	<b>AO</b>	
Ross Ewen	93.2%	\$212,073	\$109,742	79.4	Kevin Holtz	
Anthony Williams	75.3%	\$179,455	\$102,356	80.2	Simon Arias	
<b>XV Johnny Ly</b>	<b>223.9%</b>	<b>\$259,145</b>	<b>\$80,000</b>	<b>79.5</b>	<b>Giglione-Ackerman</b>	
Abigail Luna Rodriguez	174.4%	\$219,495	\$80,000	82.6	AO	
Kwabena Antwi	73.2%	\$204,894	\$118,316	77.7	Jeremy Rivers	
<b>XVI Justin Maska</b>	<b>297.1%</b>	<b>\$317,691</b>	<b>\$80,000</b>	<b>78.6</b>	<b>Arias-Dlabik</b>	
Mark Bernsdorff	205.5%	\$260,702	\$85,349	76.8	Simon Arias	
Augusto Arango	90.2%	\$152,173	\$80,000	77.5	Jesus Romero	
<b>XVII Adam Kidikas</b>	<b>132.1%</b>	<b>\$186,514</b>	<b>\$80,347</b>	<b>86.9</b>	<b>Josh West</b>	
Carmen Pena Guedez	124.2%	\$219,779	\$98,012	87.7	Jesus Romero	
Omar Billy	123.9%	\$296,887	\$132,590	78.0	Jamison Weatherspoon	
<b>XVIII Corey Helly</b>	<b>340.8%</b>	<b>\$352,643</b>	<b>\$80,000</b>	<b>83.2</b>	<b>Giglione-Ackerman</b>	
Robin Gonzalez	165.4%	\$212,326	\$80,000	86.3	Phillip Waisman	
Gabriela Sime	160.1%	\$208,067	\$80,000	80.9	Fisher-Zuzick	
<b>XIX Willie Cummings</b>	<b>104.6%</b>	<b>\$163,700</b>	<b>\$80,000</b>	<b>81.6</b>	<b>Slav Bitman</b>	
Stephen Bowen	56.9%	\$125,499	\$80,000	82.0	AO	
Lee Jeffers	29.2%	\$103,383	\$80,000	91.2	AO	
<b>XX Alexandra Graham</b>	<b>78.2%</b>	<b>\$142,554</b>	<b>\$80,000</b>	<b>84.5</b>	<b>Greg Graham</b>	
Kingsley Ibeh	43.4%	\$114,725	\$80,000	76.4	AO	
James Marks	28.7%	\$102,981	\$80,000	85.1	Simon Arias	
<b>XXI Taulant Bane</b>	<b>452.7%</b>	<b>\$442,131</b>	<b>\$80,000</b>	<b>81.4</b>	<b>AO</b>	
Mario Hajro	209.1%	\$247,265	\$80,000	79.7	AO	

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

### APRIL ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Joseph Gojcaj</b>	<b>579.0%</b>	<b>\$115,805</b>	<b>\$20,000</b>	<b>155,097</b>	<b>92</b>	<b>AO</b>	
Javier Diaz	558.8%	\$111,766	\$20,000	163,619	97	Henderson-Locker	
Robert Hepler	384.7%	\$76,939	\$20,000	78,260	92	Washington-Washington	
Mitzi Holmes	367.1%	\$73,420	\$20,000	79,405	93	Washington-Washington	
Ryan Martin	327.5%	\$65,505	\$20,000	90,060	84.7	Nick Moore	
Jordan Stelzer	291.8%	\$58,362	\$20,000	76,928	76.9	Matthew Turnquist	
Joshua McTier	236.6%	\$47,328	\$20,000	66,222	77.4	Matthew Turnquist	
Sean Taylor	224.8%	\$44,961	\$20,000	57,924	81.7	Henderson-Locker	
Sierra Kelsey	223.6%	\$44,721	\$20,000	77,099	81.1	Ralston-Ralston	
Maria Bonilla Borrego	211.3%	\$42,256	\$20,000	56,648	82.0	Walter Icaza	

### YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Joseph Gojcaj</b>	<b>550.3%</b>	<b>\$440,237</b>	<b>\$80,000</b>	<b>589,865</b>	<b>92</b>	<b>AO</b>	
Ryan Martin	328.9%	\$263,099	\$80,000	386,460	84.7	Nick Moore	
Robert Hepler	309.4%	\$247,482	\$80,000	271,026	92	Washington-Washington	
Mitzi Holmes	287.3%	\$229,836	\$80,000	268,536	93	Washington-Washington	
Joshua McTier	244.8%	\$195,830	\$80,000	256,806	77.4	Matthew Turnquist	
Javier Diaz	235.8%	\$188,612	\$80,000	333,249	97	Henderson-Locker	
Sean Taylor	234.4%	\$187,535	\$80,000	206,243	81.7	Henderson-Locker	
Sierra Kelsey	211.8%	\$169,411	\$80,000	301,000	81.1	Ralston-Ralston	
Nathan Frahm	191.9%	\$153,521	\$80,000	184,317	97	Arias-Dlabik	
Jordan Stelzer	187.0%	\$149,590	\$80,000	234,304	76.9	Matthew Turnquist	

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2023 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## CATEGORIES I-VIII



**TAULANT BANE**  
MIAMI, FL



**JENNY KIM**  
MILPITAS, CA



**DAVID QUEVILLON**  
TRACY, CA



**GABRIELA SIME**  
RIVERSIDE, RI



**BRANDON SUMMERTON**  
CARLSBAD SPRINGS, ON



**SARA VAZ**  
WINNIPEG, MB



**MARK DUSHAJ**  
WASHINGTON, MI



**ANDREW CHAMBERS**  
MIDDLETOWN, CT

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2023 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Taulant Bane</b>	<b>60.9%</b>	<b>\$287,780</b>	<b>\$178,910</b>	<b>83.1</b>	<b>AO</b>	
Mark Neilson	58.9%	\$419,118	\$263,704	79.1	AO	
<b>II Jenny Kim</b>	<b>114.9%</b>	<b>\$191,444</b>	<b>\$89,068</b>	<b>80.6</b>	<b>AO</b>	
Ryan Stenglein	91.2%	\$191,333	\$100,049	85.8	AO	
Eric Thompson	16.7%	\$128,074	\$109,748	80.2	S-S-Parks-Salvaggi	
<b>III David Quevillon</b>	<b>148.0%</b>	<b>\$115,876</b>	<b>\$46,723</b>	<b>78.3</b>	<b>Mathew Hart</b>	
<b>IV Gabriela Sime</b>	<b>77.0%</b>	<b>\$162,315</b>	<b>\$91,715</b>	<b>78.1</b>	<b>Fisher-Zuzick</b>	
Clayton Slaughter	51.0%	\$126,727	\$83,937	78.0	Michael Vasu	
<b>V Brandon Summerton</b>	<b>260.6%</b>	<b>\$163,231</b>	<b>\$45,269</b>	<b>84.9</b>	<b>AO</b>	
Daniel Pacheco	220.1%	\$93,692	\$29,268	86.0	Beto Quintero	
Jessica Chang	137.3%	\$48,095	\$20,268	80.1	AO	
<b>VI Sara Vaz</b>	<b>62.2%</b>	<b>\$73,379</b>	<b>\$45,234</b>	<b>83.0</b>	<b>AO</b>	
James Marks	52.1%	\$69,910	\$45,966	77.4	Simon Arias	
Joshua Jackson	41.4%	\$42,126	\$29,792	76.6	Brian Schreiter	
<b>VII Mark Dushaj</b>	<b>313.1%</b>	<b>\$82,629</b>	<b>\$20,000</b>	<b>81.6</b>	<b>AO</b>	
Daisy Vasu	25.5%	\$51,515	\$41,044	81.0	Michael Vasu	
<b>VIII Andrew Chambers</b>	<b>141.2%</b>	<b>\$52,547</b>	<b>\$21,785</b>	<b>81.5</b>	<b>Philip Prata</b>	

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Taulant Bane</b>	<b>83.4%</b>	<b>\$1,743,290</b>	<b>\$950,514</b>	<b>83.1</b>	<b>AO</b>	
Mario Hajro	44.5%	\$4,335,444	\$3,000,277	84.4	AO	
Mark Neilson	28.8%	\$2,447,054	\$1,899,825	79.1	AO	
<b>II Jenny Kim</b>	<b>93.3%</b>	<b>\$763,310</b>	<b>\$394,949</b>	<b>80.6</b>	<b>AO</b>	
Ryan Stenglein	46.7%	\$693,994	\$473,026	85.8	AO	
Brody Maughan-Evanson	33.0%	\$912,008	\$685,692	81.2	Simon Arias	
<b>III Zach Otto</b>	<b>86.1%</b>	<b>\$428,604</b>	<b>\$230,258</b>	<b>77.1</b>	<b>Sabrina Lloyd</b>	
David Quevillon	58.6%	\$549,003	\$346,162	78.3	Mathew Hart	
David Carpenter	41.7%	\$630,146	\$444,669	77.7	AO	
<b>IV Gabriela Sime</b>	<b>32.9%</b>	<b>\$538,366</b>	<b>\$405,092</b>	<b>78.1</b>	<b>Fisher-Zuzick</b>	
Chase Miller	17.2%	\$501,001	\$427,488	78.9	S-S-Bendure-Hartwig	
Clayton Slaughter	14.2%	\$515,743	\$451,689	78.0	Michael Vasu	
<b>V Daniel Pacheco</b>	<b>349.4%</b>	<b>\$594,155</b>	<b>\$132,212</b>	<b>86.0</b>	<b>Beto Quintero</b>	
Brandon Summerton	121.2%	\$604,250	\$273,204	84.9	AO	
Jessica Chang	72.3%	\$606,608	\$352,135	80.1	AO	
<b>VI James Marks</b>	<b>72.3%</b>	<b>\$385,600</b>	<b>\$223,853</b>	<b>77.4</b>	<b>Simon Arias</b>	
Gary Slocum	20.4%	\$377,507	\$313,631	83.4	Desi Dimitrova	
Matthew Conrad	15.9%	\$293,998	\$253,702	77.7	S-S-Parks-Salvaggi	
<b>VII Daisy Vasu</b>	<b>64.6%</b>	<b>\$261,688</b>	<b>\$159,025</b>	<b>81.0</b>	<b>Michael Vasu</b>	
Michael McKiernan	58.6%	\$231,341	\$145,825	78.3	AO	
Mark Dushaj	58.2%	\$126,530	\$80,000	81.6	AO	
<b>VIII Michael Gerstein</b>	<b>46.6%</b>	<b>\$165,351</b>	<b>\$112,826</b>	<b>82.7</b>	<b>Giglione-Ackerman</b>	
Andrew Chambers	34.1%	\$260,287	\$194,109	81.5	Philip Prata	
Alex Kae	16.6%	\$212,233	\$182,016	84.1	AO	

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

## CATEGORIES IX–XVI



**IX**

**PATRICK DONOVAN**  
SIOUX FALLS, SD



**X**

**CARMEN PENA GUEDEZ**  
HOUSTON, TX



**XI**

**KASALI KOTUN**  
MIAMI LAKES, FL



**XII**

**SYLVAIN KALOMBO**  
LANHAM, MD



**XIII**

**MATTHEW WARD**  
NOBLESVILLE, IN



**XIV**

**JUAN OLVERA**  
DALLAS, TX



**LC**

**XVI**

**JAVIER DIAZ**  
ALTAMONTE SPRINGS, FL

**LC** = 2023 MGA/RGA Leadership Council Member

*Spotlight* recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2023 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD *Spotlight* number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX Patrick Donovan</b>	<b>141.5%</b>	<b>\$48,610</b>	<b>\$20,127</b>		<b>78.4</b>	<b>AO</b>
Claude Hamilton	122.1%	\$44,417	\$20,000		94	Satti-Kanaan-Wheeler
Taleb Jammoul Hajali	107.0%	\$48,779	\$23,568		93	Walter Icaza
<b>X Carmen Pena Guedez</b>	<b>187.9%</b>	<b>\$57,586</b>	<b>\$20,000</b>		<b>93</b>	<b>Jesus Romero</b>
Phi Phan	123.1%	\$46,506	\$20,850		84.2	Desi Dimitrova
Michael Burningham	109.7%	\$50,514	\$24,094		83.3	AO
<b>XI Kasali Kotun</b>	<b>64.2%</b>	<b>\$39,932</b>	<b>\$24,316</b>		<b>82.1</b>	<b>Michael Musso</b>
Devon Chapman	13.3%	\$22,669	\$20,000		84.2	Jamison Weatherspoon
<b>XII Sylvain Kalombo</b>	<b>92.3%</b>	<b>\$38,454</b>	<b>\$20,000</b>		<b>96</b>	<b>Duni Olusegun</b>
Aaron Friedlander	52.1%	\$30,413	\$20,000		84.2	Steve Friedlander
<b>XIII Matthew Ward</b>	<b>59.8%</b>	<b>\$31,964</b>	<b>\$20,000</b>		<b>90.2</b>	<b>Josh West</b>
<b>XIV Juan Olvera</b>	<b>181.0%</b>	<b>\$56,203</b>	<b>\$20,000</b>		<b>92</b>	<b>Stephen Jubrey</b>
Chris La Fond	76.7%	\$35,340	\$20,000		87.1	AO
<b>XVI Javier Diaz</b>	<b>454.7%</b>	<b>\$110,930</b>	<b>\$20,000</b>		<b>99</b>	<b>Henderson-Locker</b>
Ryan Slone	170.2%	\$54,047	\$20,000		97	Albert Serur
Robert Hepler	75.2%	\$35,035	\$20,000		95	Washington-Washington

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX Claude Hamilton</b>	<b>173.3%</b>	<b>\$230,056</b>	<b>\$84,168</b>		<b>94</b>	<b>Satti-Kanaan-Wheeler</b>
Patrick Donovan	97.6%	\$219,834	\$111,272		78.4	AO
Bryan Juskiw	68.8%	\$175,208	\$103,777		87.4	S-S-Bendure-Hartwig
<b>X Phi Phan</b>	<b>138.8%</b>	<b>\$229,824</b>	<b>\$96,236</b>		<b>84.2</b>	<b>Desi Dimitrova</b>
Michael Burningham	96.9%	\$190,895	\$96,950		83.3	AO
Carmen Pena Guedez	88.5%	\$150,785	\$80,000		93	Jesus Romero
<b>XI Devon Chapman</b>	<b>38.0%</b>	<b>\$110,361</b>	<b>\$80,000</b>		<b>84.2</b>	<b>Jamison Weatherspoon</b>
<b>XII Sylvain Kalombo</b>	<b>144.8%</b>	<b>\$195,855</b>	<b>\$80,000</b>		<b>96</b>	<b>Duni Olusegun</b>
Aaron Friedlander	48.3%	\$118,676	\$80,000		84.2	Steve Friedlander
Crystal Vairetta	29.7%	\$103,750	\$80,000		80.7	West-Shogar-Moody
<b>XIII Matthew Ward</b>	<b>81.9%</b>	<b>\$145,544</b>	<b>\$80,000</b>		<b>90.2</b>	<b>Josh West</b>
<b>XIV Carolyn George</b>	<b>10.8%</b>	<b>\$88,667</b>	<b>\$80,000</b>		<b>92</b>	<b>Duane Shaw</b>
<b>XVI Javier Diaz</b>	<b>38.7%</b>	<b>\$110,930</b>	<b>\$80,000</b>		<b>99</b>	<b>Henderson-Locker</b>

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO



**1**  
MARIO HAJRO  
SAN CLEMENTE, CA



**2**  
DAVID CARPENTER  
MIAMI, FL



**3**  
MARK NEILSON  
SOUTH LAKE TAHOE, CA



**4**  
KEVIN APPASAMY  
WAIANAE, HI



**5**  
MICHAEL GERSTEIN  
EDISON, NJ



**6**  
BRODY MAUGHAN-EVANSON  
WEXFORD, PA



**7**  
ANDY BATTEN  
HOUSTON, TX



**8**  
BOBBY GUJRAL  
BURNABY, BC



**9**  
MATTHEW CONRAD  
BRUNSWICK, OH



**10**  
DANIEL PACHECO  
MIAMI, FL

## APRIL

Rank	Category	Legacy Production	SGA
1	I Mario Hajro	\$529,932	AO
2	III David Carpenter	\$382,484	AO
3	I Mark Neilson	\$257,410	AO
4	XIII Kevin Appasamy	\$176,499	AO
5	VIII Michael Gerstein	\$171,225	Giglione-Ackerman
6	II Brody Maughan-Evanson	\$157,175	Simon Arias
7	II Andy Batten	\$157,142	Michael Vasu
8	I Bobby Gujral	\$145,687	AO
9	VI Matthew Conrad	\$143,304	S-S-Parks-Salvaggi
10	V Daniel Pacheco	\$122,590	Beto Quintero

## YTD

Rank	Category	Legacy Production	SGA
1	I Mario Hajro	\$3,351,584	AO
2	III David Carpenter	\$2,198,677	AO
3	I Mark Neilson	\$1,445,317	AO
4	VIII Michael Gerstein	\$1,027,991	Giglione-Ackerman
5	II Brody Maughan-Evanson	\$985,860	Simon Arias
6	I Bobby Gujral	\$837,000	AO
7	VI Matthew Conrad	\$822,406	S-S-Parks-Salvaggi
8	XIII Kevin Appasamy	\$806,700	AO
9	III Christopher Hintz	\$688,607	AO
10	IV Chase Miller	\$633,354	S-S-Bendure-Hartwig

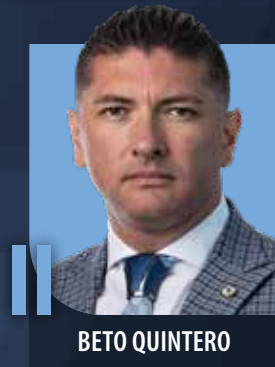
## WHAT IS A LEGACY RGA?

The company recognizes the Top 10 Legacy RGAs across all categories. A Legacy RGA is defined as the former RGA of a GA who was promoted to MGA. Legacy RGA production is calculated using the sum of the production of all the promoted MGAs where the former RGA can no longer be included in the hierarchy.

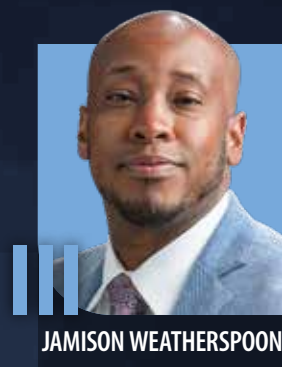
## CATEGORIES I-VII



AO



BETO QUINTERO



JAMISON WEATHERSPOON



PHILIP PRATA



MATTHEW TURNQUIST



FISHER-ZUZICK



WALTER ICAZA

### APRIL

Category	% Growth	Net ALP	NTG	RET
<b>I AO</b>	<b>17.0</b>	<b>\$6,107,570</b>		<b>82.4</b>
S-S-Bendure-Hartwig	12.4	\$427,123		82.6
Sabrina Lloyd	5.3	\$386,527		76.7
Theodore Pappas	2.2	\$698,251		80.5
<b>II Beto Quintero</b>	<b>31.6</b>	<b>\$693,921</b>		<b>80.8</b>
Satti-Kanaan-Wheeler	18.4	\$463,015		84.7
Andrew McQuade	18.0	\$367,638		83.7
Michael Vasu	4.3	\$418,217		79.6
<b>III Jamison Weatherspoon</b>	<b>20.2</b>	<b>\$214,920</b>		<b>83.0</b>
Albert Serur	4.3	\$320,011		82.6
<b>IV Philip Prata</b>	<b>94.2</b>	<b>\$236,862</b>		<b>81.4</b>
Darcy Schrieber	33.1	\$386,721		79.9
Nick Moore	15.0	\$358,417		81.1
Cindy Furer	2.2	\$189,352		77.6
<b>V Matthew Turnquist</b>	<b>64.0</b>	<b>\$285,152</b>	<b>97</b>	
Desi Dimitrova	21.1	\$218,115		82.3
Fisher-Hall	13.3	\$169,649		82.3
Corey Neff	7.2	\$129,692		80.8
<b>VI Fisher-Zuzick</b>	<b>184.7</b>	<b>\$243,150</b>		<b>78.4</b>
Moore Midwest	23.6	\$150,008		85.2
Kevin Holtz	19.9	\$144,588		80.1
Tiffany Wagner	8.6	\$131,735		82.8
Weatherspoon-Harris	7.7	\$142,135		78.8
<b>VII Walter Icaza</b>	<b>143.6</b>	<b>\$231,278</b>	<b>93</b>	
Duni Olusegun	103.1	\$138,105	92	
Brian Schreiter	47.9	\$130,770		75.5
Chalom-Chalom	23.6	\$118,935		87.5

### YTD

Category	% Growth	Net ALP	NTG	RET
<b>I AO</b>	<b>30.2</b>	<b>\$34,920,616</b>		<b>82.4</b>
Theodore Pappas	15.6	\$3,202,091		80.5
S-S-Bendure-Hartwig	11.4	\$2,702,643		82.6
Simon Arias	11.4	\$8,241,459		77.6
Giglione-Ackerman	10.8	\$2,415,015		80.8
S-S-Parks-Salvaggi	3.3	\$6,230,043		82.2
<b>II Beto Quintero</b>	<b>41.4</b>	<b>\$2,606,038</b>		<b>80.8</b>
Andrew McQuade	33.0	\$1,729,371		83.7
Satti-Kanaan-Wheeler	13.6	\$1,848,701		84.7
Michael Vasu	10.6	\$1,802,834		79.6
Mathew Hart	4.9	\$1,548,325		78.5
<b>III Jamison Weatherspoon</b>	<b>25.5</b>	<b>\$1,210,160</b>		<b>83.0</b>
Josh West	6.1	\$1,380,804		86.0
Albert Serur	5.6	\$1,178,491		82.6
<b>IV Nick Moore</b>	<b>46.7</b>	<b>\$1,608,426</b>		<b>81.1</b>
Darcy Schrieber	43.0	\$1,433,973		79.9
Phillip Prata	25.4	\$1,211,308		81.4
Cindy Furer	6.5	\$966,535		77.6
Arias-Dlabik	6.0	\$1,138,937		79.4
<b>V Corey Neff</b>	<b>27.8</b>	<b>\$653,982</b>	<b>80.8</b>	
Matthew Turnquist	26.6	\$611,749	97	
Fisher-Hall	18.8	\$951,079		82.3
Desi Dimitrova	17.6	\$864,838		82.3
<b>VI Fisher-Zuzick</b>	<b>87.0</b>	<b>\$966,294</b>		<b>78.4</b>
Kevin Holtz	38.5	\$924,147		80.1
Moore Midwest	22.7	\$678,142		85.2
Phillip Waisman	16.0	\$844,943		77.6
Weatherspoon-Harris	11.5	\$751,271		78.8
Tiffany Wagner	7.8	\$560,090		82.8
<b>VII Duni Olusegun</b>	<b>132.9</b>	<b>\$803,409</b>	<b>92</b>	
Walter Icaza	113.0	\$767,697	93	
Brian Schreiter	40.2	\$660,736		75.5
Chalom-Chalom	13.1	\$511,906		87.5

EC = 2023 Executive Council Member

Spotlight recognizes SGAs in Categories I-XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I-XIV with the highest Net ALP Growth. The YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

## CATEGORIES VIII–XIV



### APRIL

Category	% Growth	Net ALP	NTG	RET
VIII Byron Paz	20.5	\$80,873		82.8
IX Prata-Wilson	379.2	\$89,463	88	
Greg Graham	243.8	\$161,866		76.8
Hart-Lewicki	0.3	\$76,235		85.6
X Gryska-Boles	151.0	\$46,283		80.4
Quintero-Vidal	73.1	\$95,189	100	
Duane Shaw	5.0	\$42,141	92	
XI Jeremy Rivers	160.4	\$74,871		76.7
Holtz-Rigney	93.2	\$70,785	93	
West-Shogar-Moody	88.2	\$48,388		82.0
Brian Wilson	43.8	\$47,357		85.8
Chad Potts	30.2	\$53,700		78.6
XII Michael Ezeafulukwe	233.7	\$41,307		75.0
XIII Andre Hawthorne	57.4	\$29,771		80.4
John Sparby	51.9	\$21,907		75.7
XIV Locker-Ramos	243.3	\$6,247	84	
Joshua Krueger	115.7	\$50,541	93	
Sergio Carta	66.7	\$110,940	94	
Alexander Gross	20.3	\$47,065	93	
Adianeza Rodriguez	6.1	\$19,106	94	

### YTD

Category	% Growth	Net ALP	NTG	RET
VIII Steve Friedlander	22.7	\$339,922		82.2
Chad Deley	6.5	\$478,806		79.4
AO-Lorence	6.1	\$416,246		77.3
Saavedra-Longino	5.4	\$438,350		79.6
Ralston-Ralston	3.1	\$474,827		82.4
IX Prata-Wilson	200.8	\$389,394	88	
Greg Graham	154.1	\$712,553		76.8
X Quintero-Vidal	73.1	\$95,189	100	
Gryska-Boles	46.8	\$300,397		80.4
XI West-Shogar-Moody	150.0	\$187,119		82.0
Jeremy Rivers	70.6	\$247,132		76.7
Holtz-Rigney	60.3	\$347,143	93	
Chad Potts	2.3	\$257,203		78.6
XII Michael Ezeafulukwe	76.2	\$158,883		75.0
West-Osili-Moody	7.0	\$208,525	96	
XIII Andre Hawthorne	220.7	\$135,012		80.4
XIV Sergio Carta	95.2	\$353,379	94	
Joshua Krueger	81.8	\$115,684	93	
Alexander Gross	27.0	\$190,881	93	
San Antonio Latino Division II	14.6	\$56,084	89	

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### CATEGORY II



**1**  
KELLY WALKER  
FORT WORTH, TX



**2**  
KRISSA HENSLEY  
TOLEDO, OH

### CATEGORY III



**1**  
LISA BENNETT  
ROCKFORD, MI



**2**  
MARK GAGLIARDI  
CLARKSVILLE, TN

### CATEGORY IV



**1**  
VIVIAN DWYER  
HARTFIELD, VA



**2**  
LARRY LOZANO  
SAN JOSE, CA

### CATEGORY V



**1**  
KEVIN MCKEEN  
LATHAM, NY



**2**  
JESSICA CHRISTERSSON  
CORAL SPRINGS, FL

### CATEGORY VI



**1**  
LAURIE GRUBER  
HAMMOND, WI



**2**  
PATRICK DURAY  
BLAINE, MN

### CATEGORY VII



**1**  
ANGELA ENGEL  
DOUGLAS, OK



**2**  
MATTHEW HALBMAIER  
DENVER, CO

### CATEGORY VIII



**1**  
ALEXANDRA GONZALEZ-COOPER  
BENTON, AR



**2**  
JUSTIN DANIEL  
CALGARY, AB

### FIRST SIGNED TG



THOMAS AQUILINA  
ST. HELENA, CA



JACQUELINE GIBLIN  
FREDERICK, MD

### TOP MANAGERS

#### CATEGORY I



**1**  
JT TASKER  
ROCHESTER, NY

#### CATEGORY II



**1**  
MARIA SIERO  
LAKEWAY, TX

#### CATEGORY III



**1**  
AMANDA MLINAZ  
PLYMOUTH, WI

### INDIVIDUAL REPS: APRIL

Category	Rank	Cards	Obj	% Obj	
II	1	Kelly Walker	2,102	1,039	202.3%
	2	Krissa Hensley	1,259	1,047	120.3%
	3	Pam Monetti	1,200	1,008	119.0%
III	1	Lisa Bennett	2,924	818	357.4%
	2	Mark Gagliardi	2,409	804	299.6%
	3	Lori Vaughn	1,456	917	158.7%
IV	1	Vivian Dwyer	1,935	695	278.6%
	2	Larry Lozano	1,136	596	190.6%
	3	Lisa West	1,046	663	157.7%
V	1	Kevin McKeen	1,208	553	218.6%
	2	Jessica Christersson	673	588	114.4%
VI	1	Laurie Gruber	4,749	550	863.5%
	2	Patrick Duray	779	550	141.7%
VII	1	Angela Engel	1,142	550	207.6%
	2	Matthew Halbmaier	687	550	124.8%
	3	Calvin Mazurkewich	642	550	116.8%
VIII	1	Alexandra Gonzalez-Cooper	1,038	550	188.7%
	2	Justin Daniel	1,011	550	183.8%
	3	Juliana Knight	790	550	143.6%
Rookie	1	Angela Engel	1,142	550	207.6%
IceBreaker	1	Alexandra Gonzalez-Cooper	1,038	550	188.7%

ALL TIME RECORD: 18,960 Cards

### INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Brenda Di Somma	8,557	7,753	110.4%
	*1	Chuck Hill	9,197	4,096	224.5%
II	2	Erica Dalager	6,873	4,081	168.4%
	3	Pam Monetti	6,185	4,033	153.4%
III	*1	Lisa Bennett	6,499	3,273	198.6%
	2	Mark Gagliardi	5,451	3,216	169.5%
	3	Lori Vaughn	5,483	3,670	149.4%
IV	*1	Larry Lozano	4,450	2,385	186.6%
	2	Patrena Smith	3,665	2,397	152.9%
V	*1	Kevin McKeen	2,618	2,211	118.4%
	2	Mark Flemm	2,290	2,200	104.1%
VI	*1	Laurie Gruber	11,244	2,200	511.1%
	2	Patrick Duray	3,807	2,200	173.0%
VII	*1	Calvin Mazurkewich	3,474	2,200	157.9%
	2	Matthew Halbmaier	3,336	2,200	151.6%
VIII	3	Tara Shead	2,932	2,200	133.3%
	*1	Aaron Mathis	2,541	2,200	115.5%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

### MANAGERS: APRIL

Category	Rank	Cards	Obj	% Obj	
I	1	JT Tasker	8,098	6,390	126.7%
	2	Ryan Gregoli	7,843	8,161	96.1%
II	1	Maria Siero	5,204	4,467	116.5%
	2	Miranda McKee	4,641	4,076	113.9%
III	1	Amanda Mlinaz	8,457	3,759	225.0%
	2	Morgan Breier	4,124	2,112	195.3%

### MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	JT Tasker	22,992	25,559	90.0%
	*1	Lindsay McClelland	13,830	14,284	96.8%
II	2	Maria Siero	16,833	17,866	94.2%
	*1	Amanda Mlinaz	28,144	15,037	187.2%
III	2	Morgan Breier	9,233	8,448	109.3%

### MOST ORIGINAL CARDS GENERATED: YTD



**1**  
LAURIE GRUBER  
HAMMOND, WI

**1** LAURIE GRUBER  
8,377

**2** TARA SHEAD  
2,932

**3** KELLY WALKER  
2,458

GC = 2023 PR Growth Council Member

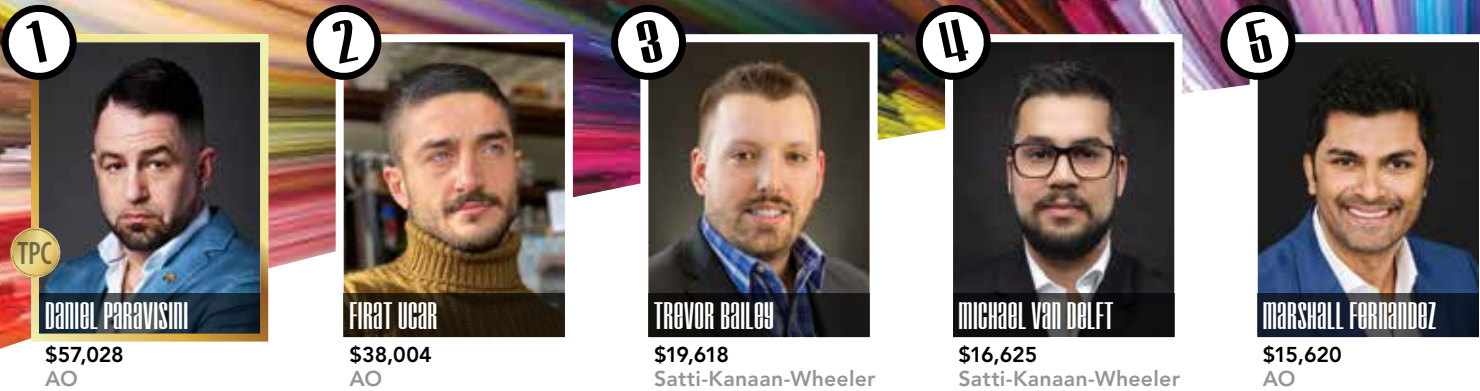
PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII is calculated based on 110% of previous year's production, or 6,600 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager Categories I-III is calculated based on 110% of previous year's production for their respective territories. To be recognized, Manager must meet 90% of Growth Objective.



# WORLD'S GREATEST BONUS



TPC

**DANIEL PARAVISINI**  
\$57,028  
AO

**FIRAT UCAR**  
\$38,004  
AO

**TREVOR BAILEY**  
\$19,618  
Satti-Kanaan-Wheeler

**MICHAEL VAN DELFT**  
\$16,625  
Satti-Kanaan-Wheeler

**MARSHALL FERNANDEZ**  
\$15,620  
AO

## APRIL BONUS LEADERS

PAYOUT: \$2,888,230

QUALIFIERS: 3,612

- \$ 57,028 Daniel Paravisini
- 38,004 Firat Ucar
- 19,618 Trevor Bailey
- 16,625 Michael van Delft
- 15,620 Marshall Fernandez
- 15,027 Carmen Arroyo
- 14,000 Joshua Dishong
- 13,890 Nikolai Zollinger
- 13,177 Lamine Diakhate
- 12,873 Silas Merkel
- 12,717 Nikolla Luljguraj
- 12,699 Joel Trask
- 11,887 Aref Sayegh
- 10,722 Scott Whitford
- 9,168 Andrea Laurent
- 9,117 Ian Pickett
- 8,725 Amanda Lustbader
- 8,702 Alvin Ali
- 7,794 Rea Lynch
- 7,487 Damaris Trejo
- 7,385 Kashala Guiden
- 7,349 Jessica Davis
- 7,284 Diana Cruz
- 7,252 Oleg Novitchii
- 7,085 Hazem Aboueldahab
- 7,081 Alexis Hawkins
- 7,070 Blair Sheppard
- 7,047 Kevin Ishikane
- 6,960 Lily Sakai
- 6,865 Matthew McDowell
- 6,812 Andrew Chambers
- 6,723 Roger Fung
- 6,703 Dalton Cassavoy
- 6,670 Gage Harrington
- 6,545 Austin Timmons
- 6,508 Noor Musleh
- 6,397 Hussien Mouzaiehem
- 6,390 Brandon Bennett
- 6,165 Jesse Fullmer
- 5,977 Ashley Mysza
- 5,716 Rielly Maher
- 5,648 Tanner Duy
- 5,572 Edon Nevzadi
- 5,551 Jose Moreno
- 5,538 Abraham Mogilevsky
- 5,441 Rachael Glamp

- \$ 5,429 Meenakshi Chavis
- 5,403 Alex Cho
- 5,315 Damon Stroup
- 5,179 Chris Anderson
- 5,170 Sarah Saleim
- 5,135 Michele Faul
- 5,095 Marisone Navor
- 5,082 Ardian Gojcaj
- 5,034 Dina Boghdady
- 4,984 Justin Haisha
- 4,952 Alexander Longo
- 4,924 Serra Hwang
- 4,883 Dillon Zartman
- 4,876 Austin Rockall
- 4,861 Max Quasem
- 4,860 Leyna Tran
- 4,836 Darrell Asbell
- 4,809 Michael Valent
- 4,794 Jordan Kutkut
- 4,734 Connor O'Donnell
- 4,717 Carleesa Parhams
- 4,691 Alexandra Berberich
- 4,684 Jordan Brown
- 4,641 Jennifer Savino
- 4,600 Brandon Freeman
- 4,591 Carol Fernandez
- 4,583 Jonathan Lu
- 4,531 Nelson Sucre
- 4,510 Pa Alieu Kasseh
- 4,493 Michael Ellis
- 4,485 Aaron Ebel
- 4,471 Gavin McDonald
- 4,467 Ashkan Khoshmagham
- 4,449 Heccy Rivas
- 4,446 Oscar Gastelum
- 4,441 Roger Fredericks
- 4,394 Kurt Evans
- 4,385 Laura Chavez
- 4,369 Crystal Mekdarasack
- 4,367 Paige Zuzick
- 4,356 John Curry
- 4,327 Franko Bilbili
- 4,324 James Ganci
- 4,321 Mariam Alabi
- 4,315 Kevin Musai
- 4,305 Justin Neal

- \$ 4,281 Omaira Garces Ramonez
- 4,260 Andrea Schmitt
- 4,257 Nick Scordos
- 4,235 Bradley Sullivan
- 4,218 Edward Leon
- 4,195 Massoud Vaziri
- 4,184 Ashley Applon
- 4,145 Ebony White
- 4,109 Gunnar Jorstad
- 4,087 Chase Miller
- 4,047 Kristi Basho
- 4,041 Panaris Bregu
- 4,020 Ricardo Herrera
- 3,975 Ali Saad
- 3,946 Marino Benevides
- 3,945 Maxon Elozier
- 3,944 John Duhe
- 3,940 Ireland Sirni
- 3,881 Alex Jankowski
- 3,852 Truman Falkner
- 3,831 Alejandro Sanchez Rios
- 3,816 Alex Miller
- 3,763 Marques Price
- 3,745 Jordon Graham
- 3,740 Derrick Mason
- 3,740 Aaron Chen
- 3,737 Bruno Nuro
- 3,729 Jeffrey A Smith
- 3,727 Muhammed Ashraf
- 3,698 Khadijah Muhammad
- 3,670 Dylan White
- 3,658 James Hodges
- 3,657 Ranjana Chopra
- 3,639 Cody Dubroy
- 3,637 Christina Salvatore
- 3,608 Joachim Jean
- 3,592 Fabian Wilson
- 3,572 Fran Tinaj
- 3,569 Michele Stewart
- 3,541 Francis Barrientos
- 3,511 Sanad Altal
- 3,491 Alex Tran
- 3,475 Eric LaBossiere
- 3,471 Sharif Grays
- 3,443 Stuart Pagan
- 3,434 Ladan Rahbary

- \$ 3,423 Nicholas Poborsky
- 3,419 Muhammad Mansoor
- 3,414 Walter Henderson
- 3,410 Christopher McGlynn
- 3,399 Cameron Mack
- 3,394 Sasha Oakes
- 3,392 Kelly Nelson
- 3,381 Kristina Tuttle
- 3,350 Alon Barnur
- 3,347 Maziar Taghdiry
- 3,347 Denzil Latimore
- 3,332 Irma Gallardo
- 3,329 Victor Grasso Zambrano
- 3,321 Lisbeth Vasquez Rodriguez
- 3,310 Troy Plummer
- 3,307 Connor Cook
- 3,303 Tony Georges
- 3,292 Jennifer Terife Medina
- 3,281 Lisa Richardson
- 3,282 Patrice Charles
- 3,232 Natalia Beltran Hernandez
- 3,227 Franklin Chacin Finol
- 3,221 Rahman Mashriqi
- 3,208 Danielle Shelp
- 3,182 Pablo Castro Gaulet
- 3,176 Jimmy Quifille
- 3,147 Lynn Jenkins
- 3,138 Gene Hale
- 3,125 Adam Kidikas
- 3,121 Tarek Berry
- 3,105 Brock Lampee
- 3,083 Salaur Khorrami
- 3,074 Roydon Riki
- 3,062 Charles Nacovsky
- 3,053 Danny Souri
- 3,046 David Bilotti
- 3,032 Adem Abdula
- 3,031 Tanjela Finch
- 3,029 Shane Havel
- 3,028 Tom Shamon
- 3,020 Adam Russell
- 2,986 Mike Sukhbaatar
- 2,977 Damian Woods
- 2,970 Tomlin Douglas
- 2,965 Jovencio Sales
- 2,961 DeAnthony Hartman

- \$ 2,945 Tyler Worstell
- 2,926 Jonathan Conner
- 2,912 Anna Senra
- 2,905 Jessica Yates
- 2,902 Stephany DeLosh
- 2,890 Ileana Navarro Dorantes
- 2,887 Rebecca Amundson
- 2,881 Celines Santana
- 2,881 Juneth Zambrano De Grasso
- 2,869 Bryan Stoddard
- 2,841 Andrew Brown
- 2,841 Samantha Bart
- 2,833 Carrington Hanna
- 2,827 Ilene Hirsch
- 2,823 Alvin Johnson
- 2,818 Christian Gojcaj
- 2,813 Adam Middleton
- 2,799 Walter Lewicki
- 2,790 Sumarah Montas-Brown
- 2,768 Adrian Horsham
- 2,767 Richard Barbour
- 2,728 Deshaune Hendrickson
- 2,710 Cory Laidlaw
- 2,695 Oludoyin Omolaja
- 2,683 Wasiq Warraich
- 2,682 Ellen Tuttle
- 2,671 Farnaz Fotovat Ahmadi
- 2,660 April Ross
- 2,654 Sebastian Frydenberg
- 2,647 Bryan Juskiw
- 2,640 Jacqueline Prieto
- 2,627 Coren Deanda
- 2,623 Joey Kennedy
- 2,615 Tony Geer
- 2,611 Dana Martin Gonzalez
- 2,609 Rodney Williams
- 2,607 Craig Fernandez
- 2,605 Alejandro Perera
- 2,592 Tyler McKnight
- 2,590 Otis Paris
- 2,577 Jessica Bulzacchelli

- \$ 2,554 Razan Zarba
- 2,554 Brian Colarusso
- 2,549 Deveran Smith
- 2,545 Noella Coleman
- 2,532 Michael McLaughlin
- 2,531 Colette Balzano
- 2,519 Donald Wolak
- 2,517 Bryon Eddinger
- 2,515 Georgia Boquel
- 2,509 Connor Koy
- 2,504 Janice Brown
- 2,501 Cash Sampson
- 2,501 Miquel Marquina
- 2,484 Christine LaGambina
- 2,483 David Staffieri
- 2,478 Joseph Pacello
- 2,475 Kelly Yingling
- 2,472 Giorgi Gogidze
- 2,467 Genevieve Clements
- 2,458 Anthony Ruggiero
- 2,453 Ervin Metaj
- 2,442 Harvey Quinn
- 2,440 Jeremy Bruce
- 2,439 Victor Romero
- 2,438 Luis Soriano
- 2,430 Kathleen McArthur
- 2,384 Timothy Stone
- 2,381 Michael Grudzien
- 2,381 Anthony Williams
- 2,361 Devin Armstrong
- 2,356 Joshua Martinez
- 2,355 Victor Ledesma
- 2,351 Brianna Baker
- 2,348 Tayari Otis
- 2,336 Vania Noriega
- 2,329 Michael Chapman
- 2,323 Henry Holland
- 2,322 Raveen Franklyn
- 2,313 Kaylee Luttrell
- 2,298 Richard Tabanji
- 2,297 Arturo Romero
- 2,297 April Taylor
- 2,295 David Asbra
- 2,287 Jennifer Anthes
- 2,285 John Wasserman
- 2,285 Ryne Morozowski
- 2,280 Jeffrey English
- 2,266 Tammy Wilson
- 2,256 Godwill Barungi
- 2,253 Sade Stanley
- 2,252 Shahriar Mohammadi
- 2,250 David Melendrez
- 2,245 Mohamed Aljahmi
- 2,239 Clayton Strawderman
- 2,235 Amanda Radich
- 2,232 John Rings
- 2,220 Robin Collier
- 2,220 Kimberly Alston
- 2,217 Erimano Msafiri
- 2,214 Stephanie Dunbar
- 2,207 Troy Williams
- 2,203 Juan Villanueva Bermudez
- 2,202 Henry Long
- 2,200 Yafeesa Johnson
- 2,195 Ashley Seborowski
- 2,193 Daulton Butler
- 2,183 Joanna Rowland
- 2,181 Nolan Yarrington

- \$ 2,181 Chad McLaughlin
- 2,180 Marisa Brockway
- 2,174 Madelyn Sanders
- 2,170 Dylan Stichel
- 2,169 Cathy Dishong
- 2,159 Raheem Nubani
- 2,155 Nicole Wright
- 2,151 Aaron Patt
- 2,149 Jason To
- 2,144 Nadira Singh-Moon
- 2,143 Yiasminda Santana
- 2,124 Raeanne Johnson
- 2,113 Nawshin Anis
- 2,107 Joshua Notte
- 2,106 Avery Price
- 2,104 Philicia Saephan
- 2,095 Benjamin Meier
- 2,083 Shealyn Dela Cruz
- 2,080 Montzer Alwatan
- 2,070 David Mayfield
- 2,069 Carissa Saad
- 2,065 Marian Gerges
- 2,062 Nosahare Osagie
- 2,054 Shanna Cote
- 2,053 Amy Grube
- 2,051 Ross Ewen
- 2,050 Christopher Braun
- 2,047 Edee Yuen
- 2,041 Melissa Elam
- 2,034 Joshua Hammond
- 2,019 Kayla Upmeyer
- 2,013 Rene Romero
- 1,999 Brandon Neal
- 1,995 Dorota Rusew
- 1,989 Charista Huecker
- 1,989 Bruce Viaje
- 1,985 Davina Vo
- 1,984 Marvin Toma
- 1,982 Pretoria Samuel
- 1,982 Colin Bagley
- 1,974 Brett Miller
- 1,971 Christina Solis
- 1,970 Anthony Robertson
- 1,969 Mariah Luquin Botello
- 1,965 Emily Rogers
- 1,964 Jaydan Heron-Smith
- 1,963 Shundra Hampton
- 1,963 Samantha Dorrough
- 1,957 Preston Turchin
- 1,948 Peyton McKenrick
- 1,943 Lu Zhang
- 1,937 Debbie-Ann Whitehorne
- 1,935 Akinyemi Akinseye
- 1,930 Dustin Edgell
- 1,922 Austin Macias
- 1,921 Cherish Taylor
- 1,905 Alexander Pham
- 1,900 Alex Berryhill
- 1,893 Brandon Elliott
- 1,888 Stacie Freye
- 1,884 Joel Acosta
- 1,883 Rowyn Rivas
- 1,878 Joseph Gojcaj
- 1,878 Matthew Hunsberger
- 1,878 Daniel Levine
- 1,874 Samuel Benton
- 1,872 Marcellus Brice
- 1,867 Thomas Fingulin

- \$ 1,857 Steven Valentim
- 1,856 Dianka Blash
- 1,850 Allison Ingraham
- 1,850 Thomas Bertino
- 1,843 Donald Shafer
- 1,841 Sean Rivera
- 1,838 Marvin Mondragon
- 1,836 Hillary Fisher
- 1,829 Nicholas Beyer
- 1,828 Roberto Samano Diaz
- 1,826 Annia Curvelo
- 1,821 Christina Konstanzer
- 1,817 Luis Contreras
- 1,816 Jordan Viaje
- 1,816 Edward Tionson
- 1,812 Vasilios Xenikakis
- 1,802 Nicholas Mihelich
- 1,802 Vincicia Moore
- 1,800 Kelsey Knight
- 1,798 Ryan Bevan
- 1,798 David Watkins
- 1,796 Jaden Chisholm
- 1,794 Richard Carter
- 1,790 Krystal Colon
- 1,776 Shawn Moultrie
- 1,775 Muanda Mafuene
- 1,775 Sean Taylor
- 1,773 Marquise Moore
- 1,770 Dan Devries
- 1,752 Yesenia Ortiz
- 1,752 Ashley Kopchak
- 1,743 Kamaile Viena
- 1,741 Samuel Morrison
- 1,740 Patricia Rawls
- 1,738 Michael Battaglio
- 1,738 Omar Hashimi
- 1,735 Vienna Howat
- 1,734 Cameron Hoag
- 1,722 Christopher Dark
- 1,721 Veronica Coval
- 1,716 Luke Leboeuf
- 1,710 Thomas Siebert
- 1,708 Juan Nunez
- 1,707 Daniel Bean
- 1,705 Michael Schaefer
- 1,700 Mike Reed
- 1,697 Dulce Paz
- 1,695 Brandon Summerton
- 1,695 Richard Sidoti
- 1,694 Colby Fox
- 1,693 Kasali Kotun
- 1,692 Candace Fry
- 1,691 Emily Klich
- 1,690 Melissa Sharp
- 1,686 Mohamad Awdi
- 1,678 Lidia Megle
- 1,672 Dustin Dunbar
- 1,665 Amir Iranidoosthaghghi
- 1,663 Catherine Braund-Pereira
- 1,662 Erica Simms
- 1,654 Mitchell McLaughlin
- 1,653 Lynn Svoboda
- 1,652 Zachary McCormack
- 1,648 Nicholas McCoy
- 1,647 Alipate Makaui
- 1,644 Julia Loboda
- 1,642 Matthew Lehman
- 1,640 Jeremy Engrav

- \$ 1,639 Peter Poulakis
- 1,637 Jin Chen
- 1,634 Parker Powers
- 1,632 Jozef Tinaj
- 1,622 Yusef Aboltef Garcia
- 1,621 Phoebe He
- 1,619 Kory Louvelle
- 1,619 Louie Gonzalez
- 1,618 Igor Melcharek
- 1,617 Christian Emond
- 1,615 Sean Melaven
- 1,611 Aliya Johansen
- 1,607 Jeffrey Hall
- 1,606 Rubin Chaimov
- 1,604 Makayla Carpenter
- 1,604 Candace Dillon
- 1,604 Samuel Franchini
- 1,598 Cassandra Pinto
- 1,592 Orett Nelson
- 1,592 Roxana Duarte Castillo
- 1,589 Humberto Vivas Soto
- 1,586 Kelly Jones
- 1,584 Nicole James
- 1,581 LaTonya Tucker
- 1,579 Lleison Martinez
- 1,578 Marisa Willgruber
- 1,576 Chris Densham
- 1,576 Esmeralda Cruz
- 1,576 Shawn Toma
- 1,571 Selina Maldonado
- 1,571 James Ortega
- 1,570 Tysen Banks
- 1,569 Kevin Swiatek
- 1,562 Chelsey Carpenter
- 1,562 Elba Diaz
- 1,557 Juan C Nunez
- 1,554 Timothy Noe
- 1,551 Morvarid Tadayon
- 1,544 Eduarda Chagas
- 1,540 Jacob Wordhouse
- 1,539 Andrew Hynan
- 1,535 Tichina Haughton
- 1,535 Mary Munsey
- 1,527 Marquis Williams
- 1,526 Ornela Martinaj
- 1,524 Jorge Alvarez
- 1,523 Aubrey Wolfe
- 1,522 Sara Lantz
- 1,521 Margarita Hickman
- 1,521 Kathryn Thorburne
- 1,519 Travis Barnes
- 1,518 Sean Merritt
- 1,518 Gabriel Del Vecchio
- 1,515 Kelli Myers
- 1,514 Sabrina Agostini
- 1,508 Dmitry Pendro
- 1,506 Alexander Gomez
- 1,504 Anthony Greco
- 1,503 Jeanneliza Solis
- 1,502 Michael Thompson
- 1,501 Erald Tomorri
- 1,498 Samuel Siegel
- 1,497 Collins Appiah
- 1,495 Nathalia Hernandez
- 1,491 Logan Buckley
- 1,486 Jacob Reiter
- 1,484 Joseph Sarasin

- \$ 1,484 Nathaniel Magda
- 1,474 Joseph Sciria
- 1,470 Nicholas Hardy
- 1,467 Luis Holguin-Juarez
- 1,464 Gregory Caldwell
- 1,454 Jean-Marie Otiom
- 1,452 Jeremy Van Winkle
- 1,449 Jennifer Gilkie
- 1,448 Daniel Rock
- 1,446 Alex Smith
- 1,444 Endy Suriel
- 1,443 Mario Arace
- 1,443 Samuel Sorrels
- 1,443 Richard Millington
- 1,430 Cassidy Griffin
- 1,428 Jessica Courtney
- 1,424 Serge Brouillette
- 1,419 Lady Avila
- 1,418 Carly Ferraro
- 1,414 Lisa Dohmen
- 1,409 Nouraddin Hussein
- 1,408 Kayla Kuhn
- 1,406 Cross Steplowski
- 1,405 Wilver Tappo
- 1,403 Ryan Lee
- 1,403 Christopher Jason
- 1,400 Nicholas Davis
- 1,399 Tyrese Holland
- 1,397 Isaiah Donohue
- 1,396 Tyler Lala
- 1,394 Kamyar Soleymani
- 1,393 Jesse Spencer
- 1,393 Joseph Cammarata
- 1,392 Jillian Arshadi
- 1,387 Kareem Taylor
- 1,386 Yasiel Rodriguez Naranjo
- 1,384 Timothy Noe
- 1,383 Christopher Jeantet
- 1,382 Patrick Locke
- 1,370 Chayson Williams
- 1,369 Yuhail Castillo
- 1,369 Katherine Buneta
- 1,369 Daoud Naser
- 1,366 Luis Moreno
- 1,361 Shelby Pagan
- 1,361 Nathan Luna
- 1,361 Horace Johnson
- 1,357 Alfredo Perez Infante
- 1,352 Ian Zollos
- 1,349 Amy Shui
- 1,345 Brenna Behan
- 1,343 Marc Rouse
- 1,341 Yuhung Yeh
- 1,341 Christine Morris
- 1,339 Aurelio Servin Lugo
- 1,338 Shantoya Henry
- 1,337 Mary Malek
- 1,333 Daylin Galanena Arias
- 1,331 Tarrance Hankins
- 1,326 Brandon Hegwood
- 1,321 Stephen Nessner
- 1,319 Luke Reiter
- 1,317 Romal Omid
- 1,309 John Owens
- 1,309 Mayra Rivas
- 1,308 Jessie Holland
- 1,307 Vincent Neal
- 1,307 Michael Maloney

# WORLD'S GREATEST BONUS - CONTINUED

# REINSTATEMENT BONUS

- \$ 1,306 Keeland Bryant
- 1,306 Dana Cortez
- 1,306 Bryan Froneberger
- 1,301 Tina Janti
- 1,299 Jamie Higa
- 1,298 Savannah Kiwacz
- 1,297 Nelson Parada Caeiro
- 1,297 Misty Wiser
- 1,295 Vishwanath Sankaran
- 1,295 Vanessa Rodriguez
- 1,295 Dirk Devries
- 1,293 Nathan Savery
- 1,290 Aiman Almaweri
- 1,286 Anthony Anglin
- 1,279 Sophia Campbell
- 1,279 Nicholas Lancaster
- 1,278 Cody Nicholson
- 1,278 Anthony Michael
- 1,273 Mason Duty
- 1,270 Keenan Pacheco
- 1,266 Grigoriy Kaziyev
- 1,265 Babajide Obashoto
- 1,262 Mahmoud Oditallah
- 1,259 Christopher Rives
- 1,256 Kenneth Barker
- 1,256 Garrett Amora
- 1,255 Jermaine Moye
- 1,251 Kawonia Washington
- 1,250 Michael Frabotta
- 1,247 Conall Quish
- 1,247 Oscar Garcia
- 1,246 Colin Moppin
- 1,245 Thomas Huynh
- 1,242 Jamie Caldwell
- 1,241 Kristi Vang
- 1,241 Matthew Kinsey-Korzym
- 1,237 Lindsay Staffieri
- 1,236 Michael Broadnax
- 1,230 Corina Omoware
- 1,228 Claudia Jacquet
- 1,227 Gilbert Monroe
- 1,226 Riche Hays
- 1,225 Betania Maury Cermeno
- 1,225 Alfred Herbert
- 1,224 Nicholas Opacian

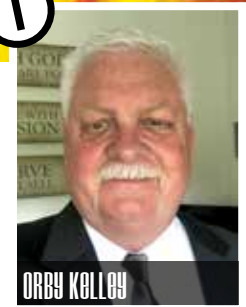
- \$ 1,224 Juanita Barr
- 1,222 Ayisha Henry
- 1,221 Timipre Barigha
- 1,221 Brooke Billings
- 1,219 Humberto Solis
- 1,218 Rangel Peters
- 1,217 Stefan Johannsson
- 1,216 Katharine Thorne
- 1,216 Stephanie Castillo
- 1,214 Zayd Burns
- 1,207 Maria Lugo Rincon
- 1,205 Crystal Jack
- 1,204 Makenzie Wolford
- 1,202 Stephanie Hernandez
- 1,201 Torian Fields
- 1,199 Tecole Smith
- 1,198 Chris Tran
- 1,197 Jon Golin
- 1,197 Olaniyan Eaglin
- 1,197 Jessica Mayes
- 1,195 Ryan Schreiber
- 1,192 Trivania Bourne
- 1,186 Nicole Cenkner
- 1,186 Melody Rudolph
- 1,185 Ikram Al-Shobaki
- 1,180 Reinaldo Martinez
- 1,180 Trace Cary
- 1,178 Christabel Ornelas
- 1,178 Sarah Maldonado
- 1,178 Christian Gilman
- 1,176 Tara Cranfield
- 1,175 Harbi Hamdan
- 1,175 Sergio Hernandez
- 1,173 Nicholas Russo
- 1,172 Nicholas Perry
- 1,168 Mohammad Mansouri
- 1,167 Dawid Liniewski
- 1,165 Donald Wash
- 1,164 Gabriel Fernos
- 1,164 Michaelyn Segura
- 1,164 Gavin Gambhir
- 1,163 Evelin Castro-Sharif
- 1,162 Tanner West
- 1,161 Zachary Daniels
- 1,159 Justin Sherman

- \$ 1,159 Angelo Gordillo
- 1,159 Wesley Scott
- 1,158 Kingsley Ibeh
- 1,157 Lynse Eby
- 1,156 Claire Guy
- 1,156 Nathan Labranche
- 1,155 Christen Cabrera
- 1,153 Jonathan Velez
- 1,153 Christopher Lannon
- 1,152 Hakan Ozalpasan
- 1,152 Emma Decastillia
- 1,151 Jeffrey De Los Reyes
- 1,150 Leonard Pedroso
- 1,148 Vera Leus
- 1,147 Michelle Lopez
- 1,147 Lindsay Belham
- 1,146 Gina Lopez
- 1,146 Jessica Springer
- 1,145 Kayla Shelton
- 1,143 Greta Wilson
- 1,142 Tammy Tran
- 1,141 Leonard Pataca
- 1,138 Matthew Sturgis
- 1,137 Bryce Engstrom
- 1,136 Katherine Nummy
- 1,136 Julia Hastings
- 1,134 Mohamed Jaffer
- 1,131 Raymar Ruiz Ramos
- 1,130 Kyle Taylor
- 1,130 Natalie Soboleva
- 1,130 Rushawn Grange
- 1,129 Andrew Severson
- 1,129 Josh Spence
- 1,128 Michael Dejesus
- 1,128 Whitney Williams
- 1,127 Michaela Estabrook
- 1,126 Mike Mangaoang
- 1,125 Justin Gettman
- 1,122 Christian Baymack
- 1,121 Jennie Wieland
- 1,121 Mario Soto
- 1,120 Eldine Mpanzu
- 1,119 Jacoby Barry
- 1,114 Elvis Tinaj
- 1,114 Silvia Polidoro Cisneros

- \$ 1,113 Brooklyn Brooks
- 1,112 Cassandra Bryce
- 1,111 Colin Ghee
- 1,110 Rochelle Magpantay
- 1,110 Brian Humphrey
- 1,109 Calvin Irving
- 1,108 Paige Schaub
- 1,106 Haley Pflieger
- 1,106 Brad Toyama
- 1,102 Sean Hylton
- 1,102 Marion Polk
- 1,101 Tyler Tasa
- 1,100 Aaron Chan
- 1,096 Calvin Dickherber
- 1,093 Daniela Rangel
- 1,093 Adam Telegraphis
- 1,092 Vivian Trinh
- 1,091 Kimberly Lamoureux
- 1,090 Erika Aldana Santana
- 1,089 Antonio Reyes
- 1,087 Cathleen Hairston
- 1,087 Donya Devore
- 1,081 Julian Piedra
- 1,081 Nathan Hunt
- 1,079 Peter Kaplanis
- 1,079 Susan daCruz
- 1,078 Hortencia Leal
- 1,077 Clayton Slaughter
- 1,076 Lindsey Stakset
- 1,074 Steven Pavel
- 1,071 David King
- 1,067 Conor Markins
- 1,066 Medwin Camalig
- 1,062 Nancy Duong
- 1,062 Leticia Irving
- 1,061 Thomas Mullally
- 1,060 Hannah Rockensuess
- 1,058 Jonathon Hanlin
- 1,058 Chastain Davis
- 1,053 Ajia Daniels
- 1,053 Tyler Roenicke
- 1,053 Koltin Link
- 1,052 Sara Paque
- 1,052 Olga Beltran Reyes
- 1,048 Usman Ayaz

- \$ 1,048 Kara Johnson
- 1,048 Emily Buelow
- 1,047 Kacey Morgan
- 1,046 Arrianna Reyes-Suarez
- 1,046 Michael Laffey
- 1,046 Karen Stanley
- 1,045 Amanda Fox
- 1,043 Meardey Kim
- 1,043 Mia Bakos
- 1,042 Alayna Achee
- 1,040 Kelechi Anele
- 1,039 Brenton Fulton
- 1,039 Michael Dennis
- 1,037 Diego Demerath
- 1,036 Tad Teeters
- 1,032 Skyy Melendez
- 1,029 Emily Domanski
- 1,028 Bernardo Lopez
- 1,027 Matthew Zang
- 1,026 Nickalous Matyskiel
- 1,026 Anthony Recker
- 1,026 Nicole Longey
- 1,025 Arthur Francis
- 1,024 Nicholas Chuma
- 1,021 Austin Ewing
- 1,021 Danny Juskiw
- 1,021 Elijah Pauley
- 1,017 Jaylind Williams
- 1,017 Daniel Hanson
- 1,013 Kyla Greig
- 1,011 Cheryl Jones
- 1,010 Talon Trent
- 1,010 Damon Blackman
- 1,010 Anthony Spataro
- 1,006 Gurpartap Randhawa
- 1,006 Shelby Hollister
- 1,005 Ivette Lopez
- 1,004 Leanna Sinclair
- 1,004 Kryssa Pittman
- 1,003 Nicole Bolognesi
- 1,002 Matthew Salvini

1



**ORBY KELLEY**  
\$9,564  
S-S-Bendure-Hartwig

2



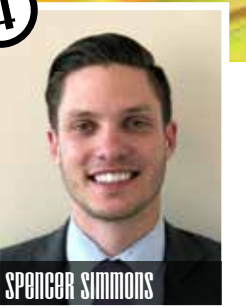
**NICHOLAS GASPARRO**  
\$7,602  
Sabrina Lloyd

3



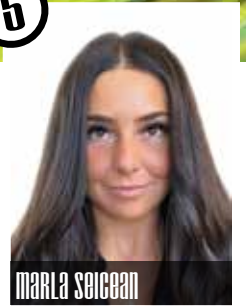
**JOHN ORR**  
\$4,470  
Albert Serur

4



**SPENCER SIMMONS**  
\$3,416  
Albert Serur

5



**MARLA SEICEAN**  
\$2,823  
S-S-Parks-Salvaggi

## APRIL BONUS LEADERS

PAYOUT: \$120,320

QUALIFIERS: 226

- \$ 9,564 Orby Kelley
- 7,602 Nicholas Gasparro
- 4,470 John Orr
- 4,470 Spencer Simmons
- 2,823 Marla Seicean
- 2,797 Mitchell Look
- 2,649 Sami Mogannam
- 2,640 Zenon Zorij
- 2,620 Denise Ley
- 2,514 Miguel Hernandez
- 2,234 Joseph Faisant

- \$ 2,196 Maurice Baritz
- 2,121 Gregory Caldwell
- 2,088 Cody Toth
- 2,060 Laurekins Pardovani
- 2,042 Jack Craig
- 1,934 Dason Phaul
- 1,914 Djenabou Diallo
- 1,846 Nabil Spahi
- 1,698 Diane Carrion
- 1,560 Ellen Tuttle
- 1,462 Benjamin Newhouse

- \$ 1,410 Marc D'Emilia
- 1,336 Gina Kramer
- 1,219 Adriana Aboulwafa
- 1,160 Kayla Kuhn
- 1,085 Loraine Patterson
- 944 Rosetta Wilkinson
- 891 Madison Morgain
- 814 Faith Jones
- 799 Kimberly Alston
- 792 Joseph B Smith
- 790 Nikki Crosby

- \$ 747 Peter Kaplanis
- 726 Ngan Pham
- 726 Olga Tsymbal
- 693 Adem Abdula
- 668 Patrice Franklin
- 664 Benjamin Giamalva
- 658 Dawid Liniewski
- 651 Carmen Arroyo
- 645 Jack Keiderling
- 641 Colin Desnoyers
- 629 Ranjana Chopra

- \$ 623 Rhonda Komar
- 605 Scott Dillingham
- 600 Jon Linker
- 567 Kareen Griffith
- 543 Hal Herman
- 541 Natalie Soboleva
- 535 Michael McClintock
- 513 Anna Midowicz

# LEADERSHIP BONUS



**MARK DUSHAJ**

\$52,411  
AO



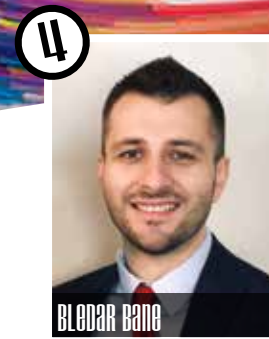
**ZACH OTTO**

\$38,724  
Sabrina Lloyd



**DANIEL LI**

\$37,068  
AO



**BLEDAR BANE**

\$35,600  
AO



**ARIF HAJRO**

\$30,285  
AO

## APRIL BONUS LEADERS | PAYOUT: \$2,356,250 | QUALIFIERS: 851

- \$ 52,411 Mark Dushaj
- 38,724 Zach Otto
- 37,068 Daniel Li
- 35,600 Bledar Bane
- 30,285 Arif Hajro
- 28,100 Steven King
- 27,724 Joshua Hosenbold
- 25,655 Joshua Olin
- 24,728 Joseph Gojcaj
- 23,124 Bobby Gujral
- 22,827 Chilynn Acevedo
- 19,210 Mark Neilson
- 19,002 Katelyn Ucar
- 18,791 Jenny Kim
- 18,677 Jeffrey Espinal
- 17,278 Justin Adams
- 17,068 Christian Gojcaj
- 16,986 Alon Barnur
- 16,625 Clayton Slaughter
- 16,564 Andi Iftiu
- 16,545 Arturo Romero
- 16,345 Taleb Jammoul Hajali
- 16,022 Ashlynn Orng
- 15,759 Spencer Kozej
- 14,803 Blake Higuchi
- 14,627 Carol Fernandez
- 14,191 Carrington Hanna
- 13,918 Zackarea Hakim
- 13,489 Jozef Tinaj
- 13,098 Matthew Conrad
- 12,704 Steven Warner
- 12,623 Kristi Mills
- 12,616 Robert Hepler
- 12,534 Bruce Viaje
- 12,391 Jillian Getz
- 12,296 Derek Foore
- 12,181 Alexander Gomez
- 11,977 Mario Hajro
- 11,266 Brandon Hughes
- 11,102 Jonathan Rindt
- 11,102 Jessica Chang
- 10,776 Brandon Summerton
- 10,666 Javier Diaz
- 10,551 Maria Lagios
- 10,222 Gregory Rudolph
- 10,178 Daniel Orr

- \$ 10,146 Jhanna Valerio Vivas
- 10,058 Ian Zollos
- 9,698 Sean Taylor
- 9,573 Alberto Alcalá
- 9,421 Mitzi Holmes
- 9,343 Kevin Gillum
- 9,302 Maria Bonilla Borrego
- 9,204 Sierra Hartwig
- 9,122 Joseph Crivelli
- 9,107 Andrew Bishop
- 9,052 Susana Vargas
- 8,853 Magda Figueiredo
- 8,759 Joshua McTier
- 8,723 Ahmed Elagrab
- 8,604 Jennifer Ragan
- 8,569 Carlos Navas
- 8,526 Tanner West
- 8,477 Taulant Bane
- 8,373 Chris La Fond
- 8,155 Ashley Rust
- 8,098 Meaghan Krecsko
- 8,009 Massoud Vaziri
- 7,950 Joseph Tomanovich
- 7,880 Ryan Martin
- 7,775 John Santosuosso
- 7,741 Phi Phan
- 7,583 Paul Samra
- 7,375 Luay Ghawi
- 7,319 Braydon Cameron
- 7,285 Nathan Frahm
- 7,228 Eno Iftiu
- 7,219 Kelechi Anele
- 7,190 Giovanni Vacca
- 7,144 David Carpenter
- 7,076 William Parmeter
- 7,048 Eric Thompson
- 6,906 Manique Sala
- 6,812 Zakaria Elgahmi
- 6,798 Alan Sedaghat
- 6,764 Alexis Pineiro
- 6,758 Ryan Stenglein
- 6,733 Mark Bernsdorff
- 6,721 Jesse Doherty
- 6,688 Mathew Kahwaji
- 6,656 Mohamed Aljahmi
- 6,647 Franco Bilotti

- \$ 6,482 Jennifer Siregar
- 6,462 Kevin Appasamy
- 6,420 Alejandra Larez Morales
- 6,235 Adrienne Bragas
- 6,206 Juan Leonardo
- 6,145 Christopher Hintz
- 6,105 Paige Zuzick
- 6,033 Abigail Luna Rodriguez
- 6,003 Carlo Buhay
- 5,997 Daniel Pacheco
- 5,976 Laurence Moore
- 5,927 Tyler Lan
- 5,883 Romal Omid
- 5,876 Jordan Stelzer
- 5,867 Michael Denton
- 5,843 Daniel Perkins
- 5,834 Kelly Schoenherr
- 5,780 Phillip Rigoli
- 5,776 Bobby Hamilton
- 5,757 Dustin Dunbar
- 5,725 Patrick Donovan
- 5,652 London Burnett
- 5,566 Meredith Woolverton
- 5,516 Tennon Mather
- 5,480 Hasan Ghazal
- 5,457 Elio Mertiri
- 5,416 Dianka Blash
- 5,404 Ed-Maggie Myrthil
- 5,398 Steven Sparkes
- 5,368 Nikola Homesin
- 5,282 James Fangmann
- 5,265 Jorge Toribio
- 5,245 Matthew McDowell
- 5,213 Mike Paragiou
- 5,173 Arcelia Zizumbo
- 5,093 Caritza Rojas
- 5,066 Jihad Ottallah
- 5,061 Bobby Park
- 5,045 Stuart Pagan
- 5,039 Evelyn Leon-Perez
- 5,019 Weena Centeno-Wade
- 5,007 Brian Jerome
- 4,998 Edward Leon
- 4,982 Caritza Rojas
- 4,970 Melinda-Rae Lyse
- 4,959 Timothy Wilson

- \$ 4,865 Jimmy Johnson
- 4,863 Augusto Arango
- 4,715 Viktorious Dugan
- 4,691 Michael Botond
- 4,689 Michael Burningham
- 4,671 Dalton Cassavoy
- 4,664 Johny Gerges
- 4,639 Darez Meriwether
- 4,635 Jacob Krieger
- 4,620 Sara Vaz
- 4,544 Jonathan Da-Al
- 4,525 Parveen Lakhani
- 4,512 Jose Heredia
- 4,485 Tanner Duy
- 4,484 Luciano Valero Vidal
- 4,478 Christopher Bentley
- 4,471 Marvin Fernandez
- 4,453 Tyler McKnight
- 4,448 Evan Stewart
- 4,436 Matthew Ward
- 4,402 Priscilla Blanco
- 4,339 Tyler Teague
- 4,232 Cody Gardner
- 4,193 Brandon Minor
- 4,146 Tyler Tasa
- 4,145 Aaron Piotrowski
- 4,118 Kamal Tayyib
- 4,073 Ardian Gojcaj
- 4,024 Iffrah Tahir
- 4,000 Toni-Ann Allen
- 3,983 Devin Lewis
- 3,954 Samantha Garcia
- 3,931 Nicholas Chuma
- 3,930 Derek Johnson
- 3,925 Tami Chaimov
- 3,901 Ervin Metaj
- 3,873 Alyssa Shamsi
- 3,830 George Shafiek
- 3,826 Katie Stahulak
- 3,815 Andrew Chambers
- 3,802 James Sodan
- 3,763 Melissa Sidoti
- 3,759 Troy Plummer
- 3,740 Mark Lomonaco
- 3,731 Britton Costa
- 3,697 Michael Geyer

- \$ 3,696 Trace Johnson
- 3,686 Michael McKiernan
- 3,619 Shereen Catalano
- 3,611 Alexandra Berberich
- 3,573 Michael Burningham
- 3,572 Samuel Artzis
- 3,567 Stephanie Burghardt
- 3,543 Adam Wheeler
- 3,518 Edward DeFurio
- 3,515 Davina Vo
- 3,511 Aldo Ramirez Marinelli
- 3,503 Mayra Robles
- 3,501 Jared Guglielmino
- 3,495 Calvin Judd
- 3,485 William Thomas
- 3,470 John Collins
- 3,450 Tristan Smith
- 3,431 Jinelly Carvajal
- 3,427 Travis Picklesimer
- 3,425 Cisco Perez
- 3,417 Cara DeFiore
- 3,401 Adem Abdula
- 3,400 Veronica Coval
- 3,369 Matthew Kerfoot
- 3,313 Jessica Specht
- 3,259 Kristi Basho
- 3,205 Tichina Haughton
- 3,203 Jared Guglielmino
- 3,200 Raul Rojas
- 3,195 Kevin Musai
- 3,163 Bruno Nuro
- 3,146 Jorge Toribio
- 3,146 Bradley Christiansen
- 3,070 Shalom Chaimov
- 3,055 Stephen Davis
- 3,050 Jesse Fullmer
- 3,039 Kingsley Ibeh
- 3,038 Olusola Awosanya
- 3,015 Nabil Atallah
- 3,007 Ryne Morozowski
- 2,993 Jesse Benwell
- 2,953 Ross Ewen
- 2,951 Jeremiah Russin
- 2,948 Panaris Bregu
- 2,947 Micah Focken
- 2,924 Kade Beck

- \$ 2,921 Paul Rumbuc
- 2,916 Kaia Pirazzini
- 2,916 John Curry
- 2,913 Alexandria Greer
- 2,890 Clayton Friday
- 2,878 Ryan Slone
- 2,854 Laretta Bawo
- 2,852 Marc Futterweit
- 2,851 Desmond Martin
- 2,833 Michele Stewart
- 2,815 Nicole Preston
- 2,790 Gunnar Jorstad
- 2,784 John Catalano
- 2,773 Kurt Meaux
- 2,761 Adam Kidikas
- 2,758 David C Williams
- 2,747 Nicholas Beyer
- 2,687 Adrain Alfred
- 2,685 Robin Gonzalez
- 2,680 Mickey Adkins
- 2,675 Austen Oakes
- 2,646 Christina Salvatore
- 2,646 Patrick Knouse
- 2,624 Taj Tumber
- 2,618 Jordan Brown
- 2,614 Dustin Hess
- 2,610 Akram Mirahmadi Shalamzari
- 2,605 Anthony Mazurkewicz
- 2,601 Rana Shirer
- 2,590 Anthony Marsella
- 2,581 Justin Hermann
- 2,579 Francesca Veltri
- 2,538 Robert Joseph
- 2,531 Genesis Medina Mendoza
- 2,520 Peter Gabranski
- 2,511 John Tong
- 2,499 Ronke Olusegun
- 2,491 Dale Fortune
- 2,486 Damian Woods
- 2,473 Trevor Hawkins
- 2,470 Bruce Alford
- 2,450 Stella Roznovan
- 2,439 Diego Vargas
- 2,415 Oscar Gastelum
- 2,412 Austin Macias
- 2,407 Michael Maloney
- 2,406 Christopher Rolph
- 2,373 Omar Billy
- 2,368 Sokol Fazliu
- 2,351 Gabriela Sime
- 2,333 Matthew Diulus
- 2,331 Pedro Bolivar Pena
- 2,310 Brandon Bennett
- 2,294 Daniel Umbertone
- 2,273 Nelson Sucre
- 2,267 Noah Vongunden
- 2,263 Aaron Friedlander
- 2,263 Kyle VanBibber
- 2,257 Jadwiga Martins
- 2,251 Marie Laine
- 2,235 Joshua Nist
- 2,227 Nicole Herrin
- 2,212 Joseph Nelson
- 2,211 Jason Ashline
- 2,210 Erica Lent
- 2,206 Tristian Haynes
- 2,195 Christopher Burkholder
- 2,136 Cody Nykoliation
- 2,134 Jennifer Gilkie
- 2,113 Andres Liranzo

- \$ 2,104 Tiffany Bertao
- 2,097 Mario Borino
- 2,096 Walter Henderson
- 2,092 Colin Ghee
- 2,090 Jake Gelb
- 2,075 Karly Williams
- 2,062 Regina Koonce
- 2,061 Michael Gerstein
- 2,059 Kathleen Mezik
- 2,055 Razan Zarba
- 2,050 Evan Donoghue
- 2,046 David Wang
- 2,008 Cesar Romero Vasquez
- 2,005 Brandon Gamagami
- 1,990 Jonathan Pollock
- 1,989 Kwabena Antwi
- 1,986 Jacqueline Kabluyen
- 1,981 Heriberto Chavez
- 1,975 Jonathan Meyer
- 1,957 Matthew Hudlin
- 1,954 Nicole Wright
- 1,922 Jason Bratin
- 1,917 Arthur Simpson
- 1,910 Raul Pinto
- 1,905 Jeramey Pitman
- 1,901 Claude Hamilton
- 1,900 Michael Locke
- 1,878 Astrid Gomez Castrillon
- 1,865 Daniel Schwartz
- 1,864 Dillon Zartman
- 1,849 Jovanie Scarlett
- 1,834 Ornela Martinaj
- 1,832 Daniel Nava
- 1,822 Justin Diaz
- 1,818 Jesse Barker
- 1,789 Daniela Rangel
- 1,784 Justin Neal
- 1,784 Maurice Brown
- 1,781 Aaron Patt
- 1,773 Quashade Copney
- 1,753 Beau Minnick
- 1,732 Anthony Salerno
- 1,713 Melinda Skinner
- 1,709 William Jackson
- 1,684 Joseph Michelin
- 1,676 Beau Cullen
- 1,655 Armando Aiello
- 1,638 Jarrell Jackson
- 1,622 Joshua Notte
- 1,617 Johnny Ly
- 1,597 Robert Jackson
- 1,596 Jadelene Welty
- 1,585 Matthew Hunsberger
- 1,578 Ashkan Khoshmagham
- 1,576 Jesse Weaver
- 1,573 Normaned Arocho Pendas
- 1,567 Blake McClain
- 1,562 Jeffrey Hall
- 1,561 Richard Sidoti
- 1,548 Luis Holguin-Juarez
- 1,547 Stephen Gordon
- 1,532 Sayed Hashimi
- 1,514 Tyler Dubois
- 1,509 Tahis Quintero Bonilla
- 1,507 Caitlin Roth
- 1,493 John Crespin
- 1,483 Amanda Urdaneta
- 1,481 Peter Kwiatkowski
- 1,463 Jonathan Conner
- 1,460 Karen Salek-Cuzmar

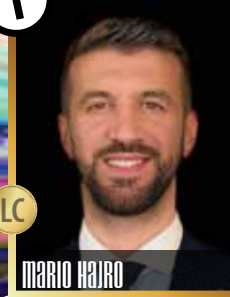
- \$ 1,457 Jenna Grula
- 1,457 Jonathan Giaco
- 1,456 Rielly Maher
- 1,455 Sylvain Kalombo
- 2,090 Donald Lewis
- 1,444 Christopher Botelho
- 1,437 James Evans
- 1,430 Preston Klutz
- 1,424 Jonathan Ballard
- 1,423 Ryan Marquis
- 1,416 Tevin Overton
- 1,415 Rebecca Patterson
- 1,406 Ashley West
- 1,396 Nancy Duong
- 1,393 Sean Gillespie
- 1,388 Brian Tanner
- 1,372 Peter Poulakis
- 1,372 Marvin Gonzalez
- 1,371 Sabrina Agostini
- 1,369 Ileana Tineo
- 1,361 Kathleen McArthur
- 1,357 Travis Vaughn
- 1,354 Ruben Terrero
- 1,348 Alexandra Key
- 1,348 Morgan Lobello
- 1,338 Cash Sampson
- 1,335 Ashley Johnston
- 1,327 Jared Robertson
- 1,326 Tina Skalkos
- 1,324 Serge Brouillette
- 1,314 Devin Moore
- 1,307 Al-Shakise Anderson
- 1,301 Molly Remhof
- 1,275 Jamie Beuschel
- 1,274 Monica Lee
- 1,274 Giorgi Gogidze
- 1,258 Timothy Welsh
- 1,242 Carlos Colina
- 1,230 Christopher Montoni
- 1,224 Maria Lugo Rincon
- 1,212 Joshua Elkins
- 1,200 Demarcus Oliver
- 1,193 Anthony Iacovino
- 1,191 Alejandro Jardon
- 1,191 Tammie Sullivan
- 1,188 Amanda Peterson
- 1,173 Avion Johnson
- 1,169 Jonathan Jones
- 1,150 Jeffery Thiel
- 1,140 Christopher Bungay
- 1,137 Kurt Evans
- 1,137 Katharine Thorne
- 1,137 Dina Boghdady
- 1,134 Ransy Vazquez
- 1,133 Cole Hatfield
- 1,131 Vivian Trinh
- 1,128 Breann Hoenig
- 1,117 Breyon Williams
- 1,109 Cassandra Bryce
- 1,107 Luis Holguin-Juarez
- 1,106 Caitlin Cassidy
- 1,095 Troy Henderson
- 1,094 Ariana Jones
- 1,092 Donald DeVoise
- 1,090 Salaur Khorrani
- 1,087 Peter Kwiatkowski
- 1,083 Shannon Stewart
- 1,081 Lori Hamel Johnson
- 1,079 Jacob Krakora
- 1,071 Wesley Scott

- \$ 1,065 Cross Stepulowski
- 1,059 Ahmadyosuf Ahmadjamshid
- 1,058 Jaden Goldney
- 1,050 Tabitha Sanders
- 1,039 Damaris Trejo
- 1,035 Dain Bowen
- 1,034 Joseph Seus
- 1,023 Anthony Williams
- 1,019 Alex Jankowski
- 1,017 Nina Dolman
- 1,010 Eric Caballero
- 1,006 Tyler Ortiz
- 1,001 Kurt-James MacMillan
- 995 Enri Sako
- 993 Jeffery May
- 992 Kevin Beaver
- 980 Jake Yagjian
- 980 Muzit Berhe
- 979 Kingsley Hansen
- 966 Ethan Tolbert
- 961 Steven Pavel
- 961 Alexander Nachman
- 959 Samuel Marzula
- 958 Mac-Brien Ngunu
- 951 Justin Maska
- 945 Juan C Nunez
- 925 Miguel Diego
- 925 Katy Rivera
- 919 Matthew Cartwright
- 915 Evan Pinkerton
- 913 Ngan Pham
- 909 Rossana Carruyo Parra
- 907 Ashlyn Lauderdale
- 887 De'Carleone Townsend
- 885 Dirk Devries
- 882 Ebou Jatta
- 881 Matthew Bogle
- 874 Peer Shmelzer
- 872 Aaron Chen
- 868 Joshua Bacchus
- 868 Brent Henderson
- 864 Doris Martinez Garcia
- 863 Elmar Aslami
- 844 Joshua Butrey
- 838 Bryce Engstrom
- 838 Matthew Sutton
- 837 Patrick Sullivan
- 832 Ashley Applon
- 829 Laura Graham
- 826 Asante Jackson
- 825 Tanya Diaz
- 814 Danny Juskiw
- 811 Edgar Carruyo
- 802 Matthew Obringer
- 800 Rex Munsey
- 800 Jaime Fuentes
- 796 Sherrie McCarty
- 793 Richard Zuccato
- 787 Zachary Hofreiter
- 786 Lubraska Iguaro
- 784 David Ramirez-Benitez
- 772 Chloe Boxall
- 762 Yussuf El-Zein
- 758 Jacob Reiter
- 750 Tyler Parker
- 747 Randy Tucker
- 746 Brady Basinger
- 745 Nicklaus Boker
- 731 Johnny Fuller
- 727 William Malerk

- \$ 722 Reginald Flugence
- 721 Lalitha Janardhanan
- 721 Kaiden Herald
- 710 Carmen Pena Guedez
- 710 Ladan Rahbary
- 702 Jensen Symonds
- 696 Steven Counts
- 691 Melissa Grieb
- 685 Dan Ikei
- 685 Jordan Schoof
- 678 Danny Souri
- 674 Darius Rowan
- 668 Courtney Somsan
- 668 Leanna Sinclair
- 667 Michael Panella
- 661 Evan Holzhauser
- 657 Kenneth Barker
- 657 Wade Campbell
- 652 Jacob Rosinsky
- 645 James Marks
- 644 Conner White
- 644 Tabitha McDermid
- 643 David Staffieri
- 631 Robert Skok
- 627 Ana Machado Rodriguez
- 625 Jusem Hajali
- 624 Jose Mejia
- 622 Derek Pratt
- 622 Bradley Blumenshine
- 618 Jessica Kay
- 614 Patricia Cicerale
- 613 Eric Snyder
- 610 David Mayfield
- 609 Brent Bowling
- 605 Jonah Mullins-Wilson
- 602 Ryan Hritz
- 600 Thomas J Vena
- 594 Kian Frost
- 594 Jarod Weaver
- 593 Wilbert Woods
- 589 Aaron Luczak
- 571 Daniel Rock
- 569 Conor Markins
- 567 Keenan Bignall
- 557 Lance Manago
- 556 Brittmarie Yarian
- 554 Nairobi Contreras
- 554 Nelson Desmond
- 553 Melissa Hayfa
- 552 Arthur Trost
- 551 Jason To
- 549 Thor Leighton
- 547 Gabriela Perez
- 535 Brenda Giron Rangel
- 530 Morgan Boneberg
- 530 Eric Butt
- 523 Justin Schmidt
- 520 Garron Moffett
- 517 Thomas Hager
- 512 Tyler Cox
- 512 Craig Stropmf
- 511 Lidia Meglei
- 511 Pa Alieu Kasseh
- 510 Shahriar Mohammadi
- 507 Richard Leveille
- 507 Sylwia Faucher


# R92 LEADERSHIP BONUS

1




**MARIO HAJRO**  
\$131,890  
AO

2



**MARK NEILSON**  
\$68,991  
AO

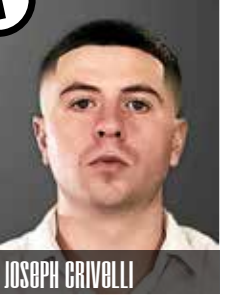
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**TAULANT BANE**  
\$55,278  
AO


# R92 10% ROOKIE M92 PERSONAL PRODUCTION BONUS

1




**JOSEPH CRIVELLI**  
\$6,814  
Simon Arias

2



**ZACH OTTO**  
\$6,222  
Sabrina Lloyd

3



**NICHOLAS CHUMA**  
\$5,457  
S-S-Bendure-Hartwig

**APRIL BONUS LEADERS** | PAYOUT: **\$1,315,033** | QUALIFIERS: **183**


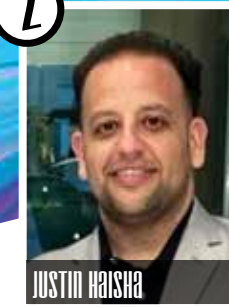
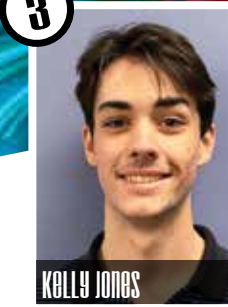


**APRIL BONUS LEADERS** | PAYOUT: **\$116,678** | QUALIFIERS: **70**

- \$ 131,890 Mario Hajro
- \$ 68,991 Mark Neilson
- \$ 55,278 Taulant Bane
- \$ 50,614 Ryan Stenglein
- \$ 48,149 Mark Dushaj
- \$ 38,379 Eno Iftiu
- \$ 38,129 Jenny Kim
- \$ 30,334 Joseph Tomanovich
- \$ 30,243 Bobby Gujral
- \$ 28,931 Gabriela Sime
- \$ 26,380 Javier Diaz
- \$ 22,952 Corey Helly
- \$ 22,652 Mike Paragiou
- \$ 21,481 Jessica Chang
- \$ 21,386 Joshua Olin
- \$ 19,456 Mark Bernsdorff
- \$ 17,418 Justin Adams
- \$ 16,986 Melinda-Rae Lyse
- \$ 16,641 Bruce Viaje
- \$ 15,048 Brandon Summerton
- \$ 13,874 Brody Maughan-Evanson
- \$ 13,088 Clayton Slaughter
- \$ 13,068 Christopher Hintz
- \$ 12,032 David Carpenter
- \$ 11,593 Jake Yagjian
- \$ 11,590 James Marks
- \$ 11,519 Steven King
- \$ 11,363 Andrew Bishop
- \$ 11,283 Carmen Pena Guedez
- \$ 11,091 Taleb Jammoul Hajali
- \$ 9,675 Jeffrey Espinal
- \$ 9,629 Joseph Crivelli
- \$ 9,289 Justin Maska
- \$ 9,204 Beau Minnick
- \$ 9,103 Stella Roznovan
- \$ 9,049 Ed-Maggie Myrthil
- \$ 8,835 Zach Otto
- \$ 8,723 Quashade Copney
- \$ 8,682 Astrid Ebner
- \$ 8,160 Cody Gardner
- \$ 7,747 Chris La Fond
- \$ 7,730 Carlo Buhay
- \$ 7,577 Daniel Pacheco
- \$ 7,402 Eric Thompson
- \$ 7,297 Matthew Diulus
- \$ 7,269 Sara Vaz
- \$ 7,251 Andrew Chambers
- \$ 7,155 Britton Costa
- \$ 6,981 Robert Hepler
- \$ 6,884 Alexandra Graham
- \$ 6,733 Gregory Rudolph
- \$ 6,647 Beau Cullen
- \$ 6,437 James Sodan
- \$ 6,337 Bobby Hamilton
- \$ 6,206 Francesca Veltri
- \$ 6,203 Nicholas Chuma
- \$ 6,007 Chase Miller
- \$ 5,908 Justin Hermann
- \$ 5,713 Conor Markins
- \$ 5,697 Joshua Jackson
- \$ 5,566 Aubrie Ray
- \$ 5,554 Marissa Neff
- \$ 5,167 Jason Bratin
- \$ 5,058 Omar Billy
- \$ 5,046 Adam Kidikas
- \$ 4,969 Anthony Mazurkewicz
- \$ 4,775 Michael Burningham
- \$ 4,745 Edward DeFurio
- \$ 4,720 Patrick Donovan
- \$ 4,664 Daniel Orr
- \$ 4,639 Bobby Park
- \$ 4,588 Jinelly Carvajal
- \$ 4,544 Aaron Friedlander
- \$ 4,525 Aaron Piotrowski
- \$ 4,504 Jonathan Rindt
- \$ 4,484 Jhanna Valerio Vivas
- \$ 4,484 Meaghan Krecsko
- \$ 4,000 Michael Gerstein
- \$ 3,983 Kingsley Hansen
- \$ 3,963 Veronica Coval
- \$ 3,513 Paul Samra
- \$ 3,496 Alberto Alcala
- \$ 3,495 Chilynn Acevedo
- \$ 3,485 Matthew Conrad
- \$ 3,327 Claude Hamilton
- \$ 3,317 Doron Freud
- \$ 3,302 Phi Phan
- \$ 3,259 Arif Hajro
- \$ 3,210 Ryan Slone
- \$ 3,205 Kasali Kotun
- \$ 2,993 Christopher Bungay
- \$ 2,916 Edward Leon
- \$ 2,771 Sierra Kelsey
- \$ 2,763 Tami Chaimov
- \$ 2,761 Matthew Ward
- \$ 2,758 Sokol Fazliu
- \$ 2,675 Giovanni Vacca
- \$ 2,624 Melissa Sidoti
- \$ 2,605 Nikola Homesin
- \$ 2,433 Randall Cook
- \$ 2,419 Hector Luque
- \$ 2,408 Nicole Preston
- \$ 2,406 Daniel Perkins
- \$ 2,296 Mark Lahijani
- \$ 2,267 Spencer Kozej
- \$ 2,257 Jesse Doherty
- \$ 2,240 Michael McKiernan
- \$ 2,210 Stephen Bowen
- \$ 2,206 Venus Grier
- \$ 2,206 Jessica Daniels
- \$ 2,175 Samuel Artzis
- \$ 2,134 Adam Wheeler
- \$ 2,104 Jadelene Welty
- \$ 3,513 Aaron Parks
- \$ 1,990 Toni-Ann Allen
- \$ 1,954 Jake Gelb
- \$ 1,954 Patrick Knouse
- \$ 1,934 Johnny Ly
- \$ 1,900 Timothy Wilson
- \$ 1,881 Jesus Parra
- \$ 1,846 Yussuf El-Zein
- \$ 1,756 Brian Jerome
- \$ 1,655 Alexis Pineiro
- \$ 1,547 Rana Shirer
- \$ 1,474 Matthew Hudlin
- \$ 1,447 Michael Romero
- \$ 1,426 Jeremiah Russin
- \$ 1,423 Paige Zuzick
- \$ 1,361 Romal Omid
- \$ 1,330 Daniel Schwartz
- \$ 1,307 Nabil Atallah
- \$ 1,274 Jessica Kay
- \$ 1,274 James Fangmann
- \$ 1,257 Evan Donoghue
- \$ 1,225 Ryan Martin
- \$ 1,202 Jordan Stelzer
- \$ 1,133 Tyler Worstell
- \$ 1,130 Kwabena Antwi
- \$ 1,128 Evan Stewart
- \$ 1,083 Nicole Herrin
- \$ 1,081 Rielly Maher
- \$ 1,010 Heriberto Chavez
- \$ 1,001 Hasan Ghazal
- \$ 945 Tanner West
- \$ 882 Jovanie Scarlett
- \$ 868 Christopher Botelho
- \$ 851 David Wang
- \$ 838 Brandon Minor
- \$ 814 Bryan Juskiw
- \$ 814 Jeffrey A Smith
- \$ 793 Morgan Lobello
- \$ 762 Luay Ghawi
- \$ 735 Devon Chapman
- \$ 722 Kade Beck
- \$ 685 Blake Higuchi
- \$ 671 Justin Sutton
- \$ 668 Joshua Bacchus
- \$ 643 Dustin Dunbar
- \$ 624 Robin Gonzalez
- \$ 589 John Santosuosso
- \$ 553 Jennifer Ragan


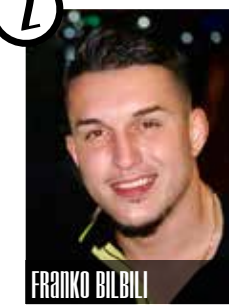

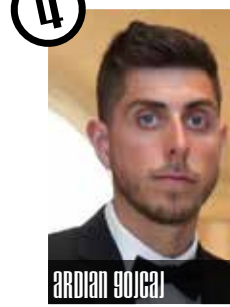

- \$ 6,814 Joseph Crivelli
- \$ 6,222 Zach Otto
- \$ 5,457 Nicholas Chuma
- \$ 4,831 Jonathan Rindt
- \$ 3,975 Sabrina Ashraf
- \$ 3,806 Samy Jacques
- \$ 3,408 Brody Maughan-Evanson
- \$ 2,845 Justin Maska
- \$ 2,609 Sylvain Kalombo
- \$ 2,589 Tucker Gregor
- \$ 2,525 Tomarus Burks
- \$ 2,474 Gabriela Sime
- \$ 2,455 Kyle VanBibber
- \$ 2,281 Nabil Atallah
- \$ 2,188 Matthew Hudlin
- \$ 2,098 Mark Bernsdorff
- \$ 2,002 Steven King
- \$ 2,000 Doron Freud
- \$ 1,962 Kasali Kotun
- \$ 1,952 Michael Gerstein
- \$ 1,923 Matthew Diulus
- \$ 1,889 Corey Helly
- \$ 1,756 Mike Paragiou
- \$ 1,557 Michael Romero
- \$ 1,551 Spencer Kozej
- \$ 1,540 Kelly Schoenherr
- \$ 1,510 Evan Stewart
- \$ 1,508 William Parmeter
- \$ 1,485 Adam Wheeler
- \$ 1,470 Jordan Stelzer
- \$ 1,452 Justin Diaz
- \$ 1,451 Paul Samra
- \$ 1,368 Quashade Copney
- \$ 1,337 James Marks
- \$ 1,336 Willie Cummings
- \$ 1,284 Dylan Jackson
- \$ 1,190 James Fangmann
- \$ 1,135 Adam Kidikas
- \$ 1,108 Conner White
- \$ 1,104 Morgan Lobello
- \$ 1,078 Joshua Jackson
- \$ 1,024 Arturo Romero
- \$ 1,009 Herlin Celicourt
- \$ 993 Chilynn Acevedo
- \$ 984 Claude Hamilton
- \$ 931 Taurean Flournoy
- \$ 927 Cody Gardner
- \$ 908 Kelly Ekker
- \$ 862 Matthew Sutton
- \$ 856 Derek Johnson
- \$ 837 Patrick Knouse
- \$ 826 Taleb Jammoul Hajali
- \$ 810 Rana Shirer
- \$ 803 Tyler Boulden
- \$ 795 John Santosuosso
- \$ 783 Daniel Prinzo
- \$ 780 Sierra Kelsey
- \$ 780 Jonathan Phillips
- \$ 762 Gregory Rudolph
- \$ 723 Paige Zuzick
- \$ 703 Kingsley Hansen
- \$ 671 Adem Abdula
- \$ 658 Giovanni Vacca
- \$ 640 Randall Cook
- \$ 600 Nicole Preston
- \$ 521 Jason Bratin



# SA/GA DIRECT CODE FIELD TRAINING BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>ETHAN TOLBERT</b> \$8,015 Darcy Schrieber	<b>JUSTIN HAISHA</b> \$6,926 AO	<b>KELLY JONES</b> \$6,528 Henderson-Locker	<b>SHAKRESHA PARHAMS</b> \$6,237 Washington-Washington	<b>CRYSTAL MEKARADASACK</b> \$5,950 AO

# SA/GA MONTHLY INCENTIVE BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>SALAU KHORRAMI</b> \$10,485 AO	<b>FRANKO BILBILI</b> \$8,554 AO	<b>IAN PICKETT</b> \$8,495 AO	<b>ARDIAN GOCAJ</b> \$8,172 AO	<b>TYLER MCKNIGHT</b> \$6,285 AO

## APRIL BONUS LEADERS | PAYOUT: \$460,281 | QUALIFIERS: 591

<ul style="list-style-type: none"> <li>\$ 8,015 Ethan Tolbert</li> <li>6,926 Justin Haisha</li> <li>6,528 Kelly Jones</li> <li>6,237 Shakresha Parhams</li> <li>5,950 Crystal Mekaradasack</li> <li>5,600 Nicholas Beyer</li> <li>5,440 Luis Almaguer</li> <li>4,799 Montzer Alwatan</li> <li>4,681 Franko Bilbili</li> <li>4,657 Cole Kushik</li> <li>4,584 Amanda Urdaneta</li> <li>4,331 Giselle Hernandez Zuniga</li> <li>4,274 Liliana Valbuena Soto</li> <li>4,161 Juneth Zambrano De Grasso</li> <li>4,100 Josiah Talton</li> <li>3,847 Tyler Lala</li> <li>3,743 Dirk Devries</li> <li>3,544 Emily Klich</li> <li>3,422 Mitzi Holmes</li> <li>3,387 Valerie Sanchez</li> <li>3,310 Joshua Hosenbold</li> <li>3,257 Arthur Simpson</li> <li>3,186 Michael Broadnax</li> <li>3,147 Ardian Gojcaj</li> <li>3,131 Amber Vandivor</li> <li>3,116 Jusem Hajali</li> <li>3,109 Angel Marquez</li> <li>3,097 Krystal Pearlman</li> <li>2,956 Jordan Hamrick</li> <li>2,920 Christopher Braun</li> <li>2,910 De'Carleon Townsend</li> <li>2,883 Alexander Weel</li> <li>2,840 Kelly Nelson</li> <li>2,820 Carlos Iraheta Barrientos</li> <li>2,774 Antonio Reyes</li> <li>2,760 Michael Conner</li> <li>2,758 Aidan Perez</li> <li>2,726 Tabitha Sanders</li> <li>2,716 Grant Paplin</li> <li>2,505 Zakaria Elgahmi</li> <li>2,478 Melissa Grieb</li> <li>2,464 Walter Rodriguez</li> <li>2,462 Peter Ko</li> <li>2,453 Luis Soriano</li> <li>2,333 Aldalayne Aldana Bello</li> <li>2,319 Selina Maldonado</li> <li>2,247 Alexis Mena</li> <li>2,237 Jordan Brown</li> <li>2,236 Jayme Valle</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,236 Ashley Applon</li> <li>2,208 Alejandra Maldonado</li> <li>2,205 Justin Sasano</li> <li>2,165 Miguel Serrano</li> <li>2,165 Keeland Bryant</li> <li>2,077 Sandra McHugh</li> <li>2,077 Lee Samatowic</li> <li>2,066 Eleisa Carlino Andrea</li> <li>2,027 Assad Aboltef Akel</li> <li>2,006 Hussein Kutkut</li> <li>1,998 Donald Hollen</li> <li>1,986 Christina Benson</li> <li>1,967 Luis Alvarez</li> <li>1,940 Tammie Sullivan</li> <li>1,926 Jessica Yates</li> <li>1,924 Kyle Ocupe</li> <li>1,918 Stacie Freye</li> <li>1,902 Monica Montgomery</li> <li>1,885 Dylan Kovaleski</li> <li>1,874 Gerardo Gonzalez</li> <li>1,873 Salvatore Sortino</li> <li>1,868 Thomas Hager</li> <li>1,859 Michael Constant</li> <li>1,841 Ali Musa</li> <li>1,838 Caren Deanda</li> <li>1,814 Jacob Seidner</li> <li>1,814 Gavin Gambhir</li> <li>1,808 Damaris Trejo</li> <li>1,807 Samantha Goris</li> <li>1,800 Omaira Garces Ramonez</li> <li>1,795 Martin Correa Avila Robb</li> <li>1,764 Alexander Nachman</li> <li>1,742 Mia Mitchell</li> <li>1,733 Laurren Henson</li> <li>1,721 Pamela James</li> <li>1,709 Rubin Chaimov</li> <li>1,692 Denis Vasquez</li> <li>1,682 Mikayla Anguish</li> <li>1,658 Santino Ciocca</li> <li>1,642 Jessenia Shavlik</li> <li>1,634 Ahmadyosuf Ahmadjamshid</li> <li>1,587 Brad Toyama</li> <li>1,583 Christopher Montoni</li> <li>1,572 Kambryn Holley</li> <li>1,543 Jacob Carter</li> <li>1,531 Rashel Gonzales</li> <li>1,505 Madison Fritz</li> <li>1,505 Sherita Thompson</li> <li>1,491 Juan Aleman Madriz</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,483 Anthony Michael</li> <li>1,462 Alex Jankowski</li> <li>1,448 Asata Walker</li> <li>1,439 Laurreta Bawo</li> <li>1,438 Justin Malone</li> <li>1,438 Mitchell Hambley</li> <li>1,407 Diana Cruz</li> <li>1,374 Joseph Sixta</li> <li>1,367 Kelly Betancourt</li> <li>1,365 Carlos Zambrano</li> <li>1,352 Garron Moffett</li> <li>1,338 Matthew Sturgis</li> <li>1,336 Bryan Owens</li> <li>1,333 Ana Machado Rodriguez</li> <li>1,331 Endy Suriel</li> <li>1,321 Shiva Latify</li> <li>1,311 Samantha McComas</li> <li>1,293 Eriannet Perez</li> <li>1,280 Michael Nehme</li> <li>1,277 Vanessa Rodriguez</li> <li>1,275 Mammie Price</li> <li>1,257 Brendan Rudzonis</li> <li>1,244 Morella Parejo</li> <li>1,229 David Gallagher</li> <li>1,223 John Rings</li> <li>1,210 Colette Balzano</li> <li>1,208 Charles Gangloff</li> <li>1,164 Christina Babcock</li> <li>1,164 Breyon Williams</li> <li>1,153 Georgia Zorbas</li> <li>1,148 Zavion Williams</li> <li>1,140 Carolyn Harris</li> <li>1,136 Brian Zigulich</li> <li>1,117 Gabriel Fernos</li> <li>1,116 Nicholas Opacian</li> <li>1,105 Imane Ellassab</li> <li>1,101 Mohamed Aljahmi</li> <li>1,082 Luis Balza Landaeta</li> <li>1,076 Nicholas Gomez</li> <li>1,065 Alejandro Jardon</li> <li>1,064 Marisa Britton</li> <li>1,059 Isabella Chacin</li> <li>1,050 Max Gold</li> <li>1,047 Salaur Khorrami</li> <li>1,043 Jeric Fry</li> <li>1,041 Jamie Caldwell</li> <li>1,028 Nathan Haralson</li> <li>1,025 Nikolai Zollinger</li> <li>1,018 Logan Buckley</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,017 Wilbert Woods</li> <li>1,015 Donald Wash</li> <li>1,015 Kiera Johnson</li> <li>998 Trentan Stamm</li> <li>994 Paola Ramos</li> <li>983 Michael Schaefer</li> <li>983 Shamika Levy</li> <li>978 Lisa Thompkins</li> <li>971 Jenny Curiel</li> <li>963 Brady Basinger</li> <li>957 Anyelika Moreno</li> <li>953 Adrian Watson</li> <li>949 Dorothea Dockett</li> <li>936 Estephanie Montecillo</li> <li>927 Ivan Galarza</li> <li>925 Jacob Rosinsky</li> <li>915 Lindsay Cary</li> <li>912 Torian Fields</li> <li>903 Caleb Chippus</li> <li>897 Cesar Romero Vasquez</li> <li>895 Rosmery Ruiz Castro</li> <li>865 Frank Irving</li> <li>862 Kevin Stolgitis</li> <li>860 Jamie Webster</li> <li>843 Kareem Taylor</li> <li>838 Jeffrey Lacerte</li> <li>834 Justin Neal</li> <li>819 Tomlin Douglas</li> <li>809 Ruben Espino</li> <li>803 Aften Hamm</li> <li>796 Betania Maury Cermeno</li> <li>794 Paola Asaro Avila</li> <li>789 Brenda Giron Rangel</li> <li>775 Latoya Turner</li> <li>774 Whitney Leung</li> <li>766 Amalia Rodriguez De Nava</li> <li>761 Yolamar Picon Mora</li> <li>759 Laura Kologenski</li> <li>754 Brenna Behan</li> <li>751 Rowyn Rivas</li> <li>739 Kerly Salazar</li> <li>735 Blake McClain</li> <li>731 Outtara Ly-Beltre</li> <li>731 Joshua Stein</li> <li>731 Winston Armstead</li> <li>725 Troy Henderson</li> <li>719 Zachery Croyle</li> <li>714 Brian Morris</li> <li>711 Anthony Iacovino</li> </ul>	<ul style="list-style-type: none"> <li>\$ 704 Cindy Ramirez</li> <li>701 Sahrooz Hussain</li> <li>675 Mario Lozoya</li> <li>675 Wendy Peragondej</li> <li>670 Michael Kosutich</li> <li>659 Michael Schaefer</li> <li>654 Ana Gabriela Lechuga</li> <li>650 Gage Harrington</li> <li>649 Isaiah Ravelen</li> <li>635 Lisbeth Vasquez Rodriguez</li> <li>627 Seamus Higley</li> <li>617 Keith Seaman</li> <li>610 Allie Henderson</li> <li>608 Alvin Johnson</li> <li>604 Gabriela Perez</li> <li>599 Vania Noriega</li> <li>598 Brittmarie Yarian</li> <li>593 Ivana Martin</li> <li>591 Steve Torres</li> <li>591 John Zalesky</li> <li>589 Elizabeth Contreras</li> <li>587 Richard Dingle</li> <li>584 Connor Koy</li> <li>572 Chloe Boxall</li> <li>570 Orion Moore</li> <li>570 Katherine Nummy</li> <li>570 Anthony Solano</li> <li>570 Natalia Beltran Hernandez</li> <li>566 Oliany Matos Abella</li> <li>563 Keenan Bignall</li> <li>556 Kevin Dempsey</li> <li>552 Vasilios Xenikakis</li> <li>552 William Curl</li> <li>550 Jonathan Lu</li> <li>549 Dalton Pepper</li> <li>549 Bradley Harrell</li> <li>531 Steven Harding</li> <li>525 Joshua Nist</li> <li>522 Peer Shmelzer</li> <li>515 Otis Paris</li> <li>514 Sean Gillespie</li> <li>510 Cynthia Vickers</li> <li>509 Kyle Dance</li> <li>508 Baili Richardson</li> <li>507 Mackenson Jean</li> <li>506 Matthew Lewis</li> <li>500 Jeffery May</li> </ul>
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## APRIL BONUS LEADERS | PAYOUT: \$433,483 | QUALIFIERS: 747

<ul style="list-style-type: none"> <li>\$ 10,485 Salaur Khorrami</li> <li>8,554 Franko Bilbili</li> <li>8,495 Ian Pickett</li> <li>8,172 Ardian Gojcaj</li> <li>6,285 Tyler McKnight</li> <li>5,990 Silas Merkel</li> <li>5,927 Aaron Ebel</li> <li>5,646 Noor Musleh</li> <li>4,847 Justin Neal</li> <li>4,506 Elvis Tinaj</li> <li>4,423 Walter Henderson</li> <li>4,221 Damaris Trejo</li> <li>4,080 Austin Timmons</li> <li>3,936 Jonathan Lu</li> <li>3,929 Hussein Kutkut</li> <li>3,700 Leonard Pataca</li> <li>3,691 Jihad Ottallah</li> <li>3,673 Alessandro Succurro</li> <li>3,542 Nathan Labranche</li> <li>3,484 Abraham Mogilevsky</li> <li>3,437 Crystal Mekaradasack</li> <li>3,401 Alexus Hawkins</li> <li>3,357 Rachael Glamp</li> <li>3,328 Vania Noriega</li> <li>3,202 Alexander Pham</li> <li>Ladan Rahbary</li> <li>3,172 Jeffrey Nummy</li> <li>3,161 Edon Nevzadi</li> <li>3,075 Diana Cruz</li> <li>2,960 Dirk Devries</li> <li>2,789 Daniel Rock</li> <li>2,719 Roger Fredericks</li> <li>2,715 Kevin Beaver</li> <li>2,674 Evan Pinkerton</li> <li>2,612 Nikolai Zollinger</li> <li>2,594 Daoud Naser</li> <li>2,546 Montzer Alwatan</li> <li>2,400 Anthony Ruggiero</li> <li>2,384 Michele Faul</li> <li>2,332 Steven Counts</li> <li>2,180 Diego Demerath</li> <li>2,168 Tabitha Sanders</li> <li>2,119 Justin Haisha</li> <li>2,035 Dmitry Pendro</li> <li>2,004 Michael Valent</li> <li>1,945 Justin Amis</li> <li>1,903 Brandon Freeman</li> <li>1,868 Colten Rice</li> <li>1,850 Zachary Marshall</li> <li>1,833 Marian Gerges</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,815 Jordan Brown</li> <li>1,810 Christina Konstanzer</li> <li>1,792 Carissa Saad</li> <li>1,776 Connor O'Donnell</li> <li>1,696 April Ross</li> <li>1,690 Jin Chen</li> <li>1,666 Jessica Davis</li> <li>1,632 Ashley Applon</li> <li>1,629 Troy Henderson</li> <li>1,587 Marilin Peralta</li> <li>1,502 Mason Duty</li> <li>1,495 Erald Tomorrow</li> <li>1,488 Jillian Arshadi</li> <li>1,447 Bradley Blumenshine</li> <li>1,429 Ryan Cummings</li> <li>1,411 Matthew Obringer</li> <li>1,495 Luis Holguin-Juarez</li> <li>1,396 Theresa Monaghan</li> <li>1,358 Daulton Butler</li> <li>1,350 Brooklyn Brooks</li> <li>1,346 Andrew Bogeas</li> <li>1,337 Cross Stepilowski</li> <li>1,335 Torian Fields</li> <li>1,327 Bradley Christiansen</li> <li>1,314 Andrew Severson</li> <li>1,312 Susan Quassani</li> <li>1,306 Peter Ko</li> <li>1,303 Timothy Stone</li> <li>1,296 Bradley Sullivan</li> <li>1,265 Austin Rockall</li> <li>1,257 Marquies Price</li> <li>1,251 Dina Boghdady</li> <li>1,240 Alex Jankowski</li> <li>1,225 Ryan Lee</li> <li>1,198 Christian Gojcaj</li> <li>1,185 Anaka Moss</li> <li>1,174 Jennie Pierce</li> <li>1,171 Osiris Kessinger</li> <li>1,149 Kacey Morgan</li> <li>1,146 Michael Schaefer</li> <li>1,129 Joanna Rowland</li> <li>1,109 David Gallagher</li> <li>1,106 Arthur Simpson</li> <li>1,077 Lindsay Staffieri</li> <li>1,072 Vanessa Farias</li> <li>1,066 Natalia Beltran Hernandez</li> <li>1,049 Ryan Vance</li> <li>1,048 Jessica Bulzaccelli</li> <li>1,037 Jessie Holland</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,034 Tyler Sikarskie</li> <li>1,030 Clayton Strawderman</li> <li>1,006 Nicole Hinz</li> <li>994 Heccy Rivas</li> <li>981 Robin Collier</li> <li>962 Anthony Michael</li> <li>954 Riche Haye</li> <li>949 Melissa Grieb</li> <li>933 Brandi Hambleton</li> <li>929 Marisone Navor</li> <li>925 Donald Hollen</li> <li>922 Nicholas Poborsky</li> <li>916 Samantha Goris</li> <li>913 Kris Nallbani</li> <li>907 Joseph Seus</li> <li>905 Enri Sako</li> <li>898 Hussien Mouzaïhem</li> <li>870 Grant McCarthy</li> <li>869 Alyssa Contreras</li> <li>865 Branden Bowman</li> <li>864 Kelsey Knight</li> <li>854 Adam Telegraphis</li> <li>845 Rahman Mashriqi</li> <li>843 Jessica Yates</li> <li>831 Jenny Anderson</li> <li>829 Raheem Nubani</li> <li>823 Samir Beydoun</li> <li>821 Christina Solis</li> <li>812 Chris Tran</li> <li>812 Juneth Zambrano De Grasso</li> <li>811 Nicholas Beyer</li> <li>810 Ethan Tolbert</li> <li>808 Natalie Mauder</li> <li>801 Emily Buelow</li> <li>792 Emily Klich</li> <li>791 Brad Toyama</li> <li>789 Anthony Dell'anno</li> <li>786 Dustin Holtz</li> <li>778 Antonio Reyes</li> <li>777 Victor Romero</li> <li>777 Ryan Parrish</li> <li>773 Anthony Robertson</li> <li>771 Richard Sidoti</li> <li>764 Anthony Spataro</li> <li>761 James Snipes</li> <li>756 Mohamed Aljahmi</li> <li>751 Nathalyn Sanchez</li> </ul>	<ul style="list-style-type: none"> <li>\$ 748 Lamika Thurman</li> <li>740 Robert Skok</li> <li>739 Ivan Andrade</li> <li>737 Dulce Paz</li> <li>736 Rebecca Voorhees</li> <li>733 Lynn Svoboda</li> <li>732 Danial Arif</li> <li>732 Marvin Mondragon</li> <li>726 Timipre Barigha</li> <li>713 Shayla Harris</li> <li>708 Christine LaGambina</li> <li>687 Yoline Octave</li> <li>686 Vanessa Tedesco</li> <li>684 Jonathan Ojendi</li> <li>680 Kelly Nelson</li> <li>678 Justin Sasano</li> <li>676 Alejandra Maldonado</li> <li>676 Krystal Pearlman</li> <li>674 Ashley Seborowski</li> <li>668 Kimberly Ramirez</li> <li>665 Joseph Sciria</li> <li>654 Alexander Nachman</li> <li>648 Nicholas Opacian</li> <li>645 Ebony White</li> <li>637 Johnathon Bogoslowski</li> <li>634 Kasey Garcia</li> <li>632 Katherine Nummy</li> <li>632 Rosalind Coates</li> <li>628 Shannon Bashor</li> <li>621 Jennifer Anthes</li> <li>619 Stephen Nessner</li> <li>617 Krystal Colon</li> <li>611 Razan Zarba</li> <li>611 Mario Soto</li> <li>608 Lukas Yoder</li> <li>607 Dillon Kuehne</li> <li>606 Dalton Moore</li> <li>606 Olaniyan Eaglin</li> <li>597 Marion Polk</li> <li>597 Kimberly Pearson</li> <li>594 Lamita Dahdah</li> <li>592 Vincent Neal</li> <li>587 Sherita Thompson</li> <li>584 Kara Roenspies</li> <li>583 John Rings</li> <li>582 John Catalano</li> <li>580 Gerardo Gonzalez</li> <li>575 Phillip Peavey</li> <li>574 Dylan Kovaleski</li> </ul>	<ul style="list-style-type: none"> <li>\$ 569 Mario Lozoya</li> <li>563 Devon Conway</li> <li>561 Christina Benson</li> <li>556 Raeanne Johnson</li> <li>548 Arnaldo Medina</li> <li>545 Carl Weydeman</li> <li>544 Carlos Iraheta Barrientos</li> <li>544 Elijah Scott</li> <li>543 Janelle Dutra</li> <li>540 Maria Lugo Rincon</li> <li>540 Rubin Chaimov</li> <li>539 Shawntell Powell</li> <li>538 Colleen Kopycienski</li> <li>538 Colleen Senecal</li> <li>537 Ian Kouba</li> <li>536 Muanda Mafuene</li> <li>532 Bryan Owens</li> <li>529 Rosmery Ruiz Castro</li> <li>528 Monica Montgomery</li> <li>527 Jennifer Savino</li> <li>526 Nawshin Anis</li> <li>510 Michael Broadnax</li> <li>511 Sleiman Yammine</li> <li>511 Patrick Sullivan</li> <li>510 Kyle Carpenter</li> <li>502 Bridgett Gardner</li> </ul>
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**APRIL BONUS LEADERS** | PAYOUT: \$197,000 | QUALIFIERS: 410

\$ 2,500 Joshua Hosenbold	\$ 1,000 Raheem Nubani	\$ 500 Damara Amaral	\$ 500 Jusem Hajali	\$ 500 Ali Musa
2,500 Manique Sala	1,000 Yoline Octave	500 Jenny Anderson	500 Brandi Hambleton	500 Justin Neal
2,250 Montzer Alwatan	1,000 William Parmeter	500 Jason Ashline	500 Mitchell Hambley	500 Ashley Newman
2,000 Emily Klich	1,000 Jonathan Pollock	500 Elmar Aslami	500 Carey Hartman	500 Tevin Overton
1,500 Nicole Bolognesi	1,000 Joshua Shoemith	500 Taulant Bane	500 Sierra Hartwig	500 Bryan Owens
1,500 Ross Ewen	1,000 Jessica Specht	500 Alon Barnur	500 Julian Hicks	500 Grant Paplin
1,500 Angel Marquez	1,000 Josiah Talton	500 Drake Bauer	500 Seamus Higley	500 Mayerlin Ramirez Davila
1,500 Mitchell Mickovic	1,000 Sean Taylor	500 Christina Benson	500 Blake Higuchi	500 Cindy Ramirez
1,500 Kyle Ocupe	1,000 Joseph Tomanovich	500 Billie Beverley	500 Cheryl Hobbs	500 April Ross
1,500 Ashley Rust	1,000 Michael Valent	500 Franko Bilbili	500 Luis Holguin-Juarez	500 Enri Sako
1,500 Clayton Slaughter	1,000 Debora Waltman	500 Franco Bilotti	500 Kingsley Ibeh	500 Kerly Salazar
1,250 Weena Centeno-Wade	1,000 Alexander Weel	500 Stephen Bowen	500 Alex Jankowski	500 John Santosuosso
1,250 Nicholas Geyer	1,000 Breyon Williams	500 Cassandra Bryce	500 Brian Jerome	500 Jovanie Scarlett
1,250 Hasan Ghazal	1,000 Nicole Wright	500 Emily Buelow	500 Alvin Johnson	500 Kelly Schoenherr
1,250 Alejandra Maldonado	750 Torian Fields	500 Jinelly Carvajal	500 Kiera Johnson	500 Rana Shirer
1,250 Zachary Marshall	750 Ivan Galarza	500 Lindsay Cary	500 Raeanne Johnson	500 Gabriela Sime
1,250 Erald Tomorri	750 Charles Gangloff	500 Andrew Chambers	500 Calvin Judd	500 Ryan Slone
1,000 Summer Bekhit	750 April Gibson	500 Camron Chavez	500 Kristene Kershaw	500 Vanessa Suiter
1,000 Veronica Britos	750 Ardian Gojcaj	500 Santino Ciocca	500 Peter Ko	500 Matthew Sutton
1,000 Michael Constant	750 Justin Haisha	500 Alexander Cohen	500 Christina Konstanzer	500 Kareem Taylor
1,000 Jonathan Da-Al	750 Jordan Hamrick	500 William Curl	500 Jeffrey Lacerte	500 Vanessa Tedesco
1,000 Lamita Dahdah	750 Donald Hollen	500 Carlos Da Cruz	500 Maria Lagios	500 Lisa Thompkins
1,000 Mario Hajro	750 Kambryn Holley	500 Ariane Davis	500 Alejandra Larez Morales	500 Jabari Thompson
1,000 Gage Harrington	750 Cole Kushik	500 Dirk Devries	500 Ashlyn Lauderdale	500 Ethan Tolbert
1,000 Riche Hays	750 Matthew Lewis	500 Tanya Diaz	500 Ronaldo Leon	500 Amanda Urdaneta
1,000 Nicole Herrin	750 Toby Lind	500 Nina Dolman	500 Alexandra Longo	500 Amber Vandivor
1,000 Mitzi Holmes	750 Outtara Ly-Beltre	500 Riley Donovan	500 Johnny Ly	500 Susana Vargas
1,000 Sierra Kelsey	750 Crystal Mekdarasack	500 Christopher Dragan	500 Rochelle Magpantay	500 Bruce Viaje
1,000 Agnieszka Kuspier	750 Christopher Montoni	500 Aaron Ebel	500 Selina Maldonado	500 Leonardo Vidoza Perdomo
1,000 Alexis Langley	750 Devin Moore	500 Jace Elerick	500 Ryan Marquis	500 Adrian Watson
1,000 Juan Leonardo	750 Phi Phan	500 Timothy Foote	500 Edward Martin	500 Jeff Wentworth
1,000 Deshaunte Longley	750 Raul Pinto	500 Blaine Fuller	500 Karli McCleery	500 Courtney Weseman
1,000 Kurt-James MacMillan	750 Melissa Quijano Martinez	500 Nathan Garlow	500 Samantha McComas	500 Tyrus Whitehead
1,000 Sedou Malembe	750 Olga Santillanes	500 Braeden Gilbert	500 Alexis Mena	500 Derek Woo
1,000 Ivana Martin	750 Tammie Sullivan	500 Kevin Gillum	500 Silas Merkel	
1,000 Joshua McTier	750 Endy Suriel	500 Christian Gojcaj	500 Mia Mitchell	
1,000 Kurt Meaux	750 Elvis Tinaj	500 Samantha Goris	500 Shahriar Mohammadi	
1,000 Anyelika Moreno	750 Timothy Welsh	500 Tucker Gregor	500 Taylor Moran	
1,000 Danielle Mulligan	750 Adam Wheeler	500 Kathleen Gross	500 Julie Morrow	
1,000 Melissa Nguyen	500 Corriisa Adair	500 Maryger GuedeZ	500 Jordan Mosher	
1,000 Dane Nixon	500 Oscar Alvarez	500 Thomas Hager	500 Rex Munsey	

**8 BONUS TOTAL: \$7,887,275**

WORLD'S GREATEST	LEADERSHIP	RGAL LEADERSHIP	RGAL 10% ROOKIE	SA/GA TRAINING	SA/GA INCENTIVE	REINSTATEMENT	DIRECT VIP
\$2,888,230	\$2,356,250	\$1,315,033	\$116,678	\$460,281	\$433,483	\$120,320	\$197,000

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

**MILLION DOLLAR CLUB**

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



**Hazem Aboueldahab**  
AO  
Contracted 11/21/15  
Qualified 4/30/23  
\$1,021,324 Net ALP



**Daniel Bean**  
AO  
Contracted 10/20/12  
Qualified 4/30/23  
\$1,008,203 Net ALP



**Bradley Christiansen**  
AO  
Contracted 1/10/14  
Qualified 4/30/23  
\$1,006,791 Net ALP



**Agatha Safford**  
Giglione-Ackerman  
Contracted 8/24/05  
Qualified 4/30/23  
\$1,003,638 Net ALP

**DIRECTORS OF THE MONTH**

★ ★ ★ ★ ★  
*Leaders growing leaders*

**Sales Director of the Month**



**Brian Gilmore**  
Brian had 100.06% growth over April 2022.

**VP of the Month**



**Bob Olson**  
Bob had 17.39% growth over April 2022.

**PR Director of the Month**



**Stephanie Baumann**  
Stephanie met 130.91% of Objective during April 2023.



# FOUNDERS CLUB

April Qualifiers—  
Outstanding Producers & PR Representatives:

**Scott Whitford**  
 Ryan Bisanz  
 4 Qualifications  
 \$185,691 Net ALP  
 83.5 RET

**Hussein Kutkut**  
 AO  
 1 Qualification  
 \$136,435 Net ALP  
 82.6 RET

**Nick Scordos**  
 AO  
 2 Qualifications  
 \$106,841 Net ALP  
 86.2 RET

**Michael Ellis**  
 AO  
 3 Qualifications  
 \$101,635 Net ALP  
 86.6 RET

**Michael Valent**  
 Simon Arias  
 1 Qualification  
 \$94,468 Net ALP  
 80.8 RET

**Omaira Garces Ramonez**  
 Quintero-Vidal  
 2 Qualifications  
 \$79,638 Net ALP  
 85.4 RET

**Pablo Castro Gaulet**  
 Sergio Carta  
 1 Qualification  
 \$74,701 Net ALP  
 89.3 RET

**Maxon Elozier**  
 Tom Williams  
 1 Qualification  
 \$69,791 Net ALP  
 92.9 RET

**Brandon Bennett**  
 Simon Arias  
 3 Qualifications  
 \$162,765 Net ALP  
 85.8 RET

**Ashley Mysza**  
 Tommy Vena  
 3 Qualifications  
 \$124,751 Net ALP  
 81.8 RET

**Joey Kennedy**  
 AO  
 12 Qualifications  
 \$106,105 Net ALP  
 89.2 RET

**Hazem Aboueldahab**  
 AO  
 2 Qualifications  
 \$98,964 Net ALP  
 81.3 RET

**Tony Geer**  
 S-S-Bendure-Hartwig  
 1 Qualification  
 \$90,117 Net ALP  
 82.0 RET

**Tony Georges**  
 S-S-Parks-Salvaggi  
 5 Qualifications  
 \$79,409 Net ALP  
 94.1 RET

**Vanessa Rodriguez**  
 Pappas-Akuamoa  
 1 Qualification  
 \$72,680 Net ALP  
 83.9 RET

**Austin Macias**  
 Mathew Hart  
 1 Qualification  
 \$62,454 Net ALP  
 82.6 RET

**Muhammed Ashraf**  
 Theodore Pappas  
 19 Qualifications  
 \$148,614 Net ALP  
 86.1 RET

**Aref Sayegh**  
 Satti-Kanaan-Wheeler  
 10 Qualifications  
 \$118,627 Net ALP  
 92.4 RET

**Bryan Juskiw**  
 S-S-Bendure-Hartwig  
 11 Qualifications  
 \$105,372 Net ALP  
 86.8 RET

**Connor O'Donnell**  
 S-S-Parks-Salvaggi  
 3 Qualifications  
 \$98,183 Net ALP  
 87.5 RET

**Brandon Freeman**  
 Simon Arias  
 1 Qualification  
 \$84,045 Net ALP  
 82.8 RET

**Muhammad Mansoor**  
 AO  
 2 Qualifications  
 \$75,870 Net ALP  
 86.6 RET

**Bradley Blumenshine**  
 S-S-Parks-Salvaggi  
 1 Qualification  
 \$70,233 Net ALP  
 87.7 RET

**Timipre Barigha**  
 AO  
 1 Qualification  
 \$56,323 Net ALP  
 89.3 RET

# SGA Elite VIP Training Award

## APRIL LEADERS



**Theodore Pappas**  
14% Increase in VIPs



**Beto Quintero**  
28% Increase in VIPs



**Jesus Romero**  
17% Increase in VIPs



**Philip Prata**  
32% Increase in VIPs



**Corey Neff**  
25% Increase in VIPs



**Kevin Holtz**  
22% Increase in VIPs



**Chalom-Chalom**  
39% Increase in VIPs



**Steve Friedlander**  
400% Increase in VIPs



**Kris Thieme**  
21% Increase in VIPs



**Washington-Washington**  
17% Increase in VIPs



**Brian Wilson**  
32% Increase in VIPs



**Adel Al Choufi Naim**  
13% Increase in VIPs



**AO-Stenglein**  
20% Increase in VIPs

By top SGA in each category for the highest percentage of increase in total VIPs. The evaluation is tied to increase in VIPs year over year as a percentage of total codes.



**Reynolds Akuamoah** | New York

Reynolds holds a degree in Finance, Marketing, and Management from Brooklyn College and worked in the financial services industry before joining the Company in 2010. He was attracted to Opportunity Unlimited by the potential for growth and leadership development. Reynolds says he really enjoys coaching and helping people and jumped at the SGA opportunity because "I like challenges." He also says his life experiences position him to relate well to the wide variety of individuals who seek a career with us.



**Klyo Vidal** | Florida, Georgia, and Texas

Klyo earned a degree in International Trade from Universidad Simon Bolivar in Venezuela. Before joining AIL in 2019, she worked a variety of jobs but says she always knew she was meant for something greater, and knew AIL was "the perfect place to grow, develop, and make a difference." She believes it's important to note that she's made it this far as a single mom and also cares for her parents. "It's definitely been a rollercoaster ride with highs and lows, but it's been totally worth it," she says.

## Dear Future SGA,

Whether you are new to our Company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.



### SGA Career Track

**\*\$500k–\$3.5M+**  
Unlimited Annual Earnings Potential

**LEVEL 1: QUALIFY**

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NIL
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

**LEVEL 2: INTERVIEW**

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

**LEVEL 3: FOLLOW UP**

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

**LEVEL 4: GET AN OFFER**

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

\*The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.

# AN EVENT TO REMEMBER



**David Zophin**

President  
American Income Life &  
National Income Life Divisions

**A**nother great Convention is in the books! Convention is always such a special time of the year, and not just because of the location, the party, the people, and the overall experience (although those certainly help). Convention is particularly significant to me because of what it represents. It's not just a time to relax, celebrate, and mingle; it's an achievement. And that achievement is not easily earned. It comes from a year of hard work, dedication, and commitment. It comes from the individuals who never wavered, never lost sight of their goals, and never gave up.

Convention is an accomplishment, which is why I want to take this opportunity to congratulate all of the qualifiers who earned their spots at Moon Palace Cancun. I hope you all had a great time and an unforgettable experience, because our Company takes pride in

being able to reward and celebrate the best of the best. We know that a year of hard work deserves recognition, and we are grateful for all you've done for our customers and for AIL/NIL.

I hope that all of those who attended use the experience as motivation to attend every year. I hope you use it as inspiration to unlock your full potential, and maybe even to recognize that the difference between being a qualifier and an award winner is often just doing a little bit more each day. I hope you embrace the challenge to be the absolute best you're capable of being (and then see how much better your life becomes because of it).

If you want a better understanding of just how meaningful an event Convention can be, I still have a vivid memory of my first Convention, watching the award winners accepting their awards onstage. That experience truly inspired me to be better, to improve my weaknesses, and to work harder. It made me want to be among the best, too. The following year, I was on stage.

To all of the qualifiers who are ready to take it up a notch, think about the award winners and what you can do to make it on stage, yourselves. And to anyone who

is new or who didn't qualify this year, I hope that you talk to your peers who were in Cancun, take a look at our social media, and take it all in. Be inspired and be motivated to gain that experience for yourselves. Know that Convention 2024 is calling your name and don't let anything hold you back from earning your spot there.

As I mentioned before, Convention is so much more than just a party. It's an achievement. It's an inspiration. And it's a great opportunity to see just how big and widespread this Company really is. It's a chance to create new friendships that can last a lifetime ... and if you think I'm exaggerating, I have maintained friendships that I made during my first Convention 23 years ago! So, if you're wondering if qualifying for the event of the year is worth it, I can tell you with absolute certainty, it is.

Congratulations again to all of the qualifiers and award winners. I had an incredible time celebrating your accomplishments with you, and I look forward to seeing what you achieve in the future. And to all who have Convention on their radar, I wish you the best throughout the rest of 2023, and I look forward to seeing you in Hawaii in 2024. 🌺





1200 Wooded Acres Drive | Waco, TX 76710

# APRIL TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE PRODUCER**

**AUSTIN TIMMONS**  
\$33,162 NET ALP



**VETERAN PRODUCER**

**DANIEL PARAVISINI**  
\$177,758 NET ALP



**SA**

**MONTZER ALWATAN**  
\$64,465 1ST 6 MONTHS



**GA**

**MOHAMED ALJAHMI**  
\$98,587 1ST 6 MONTHS



**MGA CATEGORY IV**

**BLEDAR BANE**  
233.6% GROWTH



**MGA CATEGORY III**

**STEVEN KING**  
201.4% GROWTH



**RGA CATEGORY III**

**DAVID QUEVILLON**  
148.0% GROWTH



**RGA CATEGORY II**

**JENNY KIM**  
114.9% GROWTH



**PR REP CATEGORY VI**

**LAURIE GRUBER**  
4,749 CARDS



**SGA CATEGORY IV**

**PHILIP PRATA**  
94.2% GROWTH



**SGA CATEGORY IV**

**DARCY SCHRIEBER**  
33.1% GROWTH